THE MANUFACTURING CONFECTIONER

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PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

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THE
MANUFACTURING
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WHEY — RAW MATERIAL FOR CANDY

By B. H. WEBB
Division of Dairy Research Laboratories
Bureau of Dairy Industry, U. S. Department
of Agriculture, Washington, D. C.

Articles brought by *The Manufacturing Confectioner* are often the results of subscriber's suggestions, requests or inquiries. This article was requested by a subscriber, a candy manufacturer, who knew Dr. Webb had experimented with whey in candy. Reprints will be available.—Editor.

USE OF WHEY in candy affords the candy manufacturer a new raw material, which presents possibilities for the development of new kinds of candy and for the improvement of some of those types of candy now made. Experimental work in the Bureau of Dairy Industry (1) has shown that attractive candy can be made with a whey-solids content up to 40 per cent of the weight of the finished goods.

Whey, the part of the milk remaining after the curd has been removed in the manufacture of cheese, is a greenish yellow liquid. It contains approximately half of the solids of the milk from which it is derived, only the casein and the fat having been used in the cheese. Approximate analyses of separated fresh and dried whey are as follows:

	Milk Sugar	Minerals (ash)	Protein	Water
	%	%	%	%
Fresh whey	4.9	0.6	0.9	93.6
Dried whey	73.5	9.0	13.5	4.0

Much of the calcium and phosphorus and almost all of the sugar and albumin of the original milk remain in the whey. In addition to these constituents, whey contains approximately 4,500 Bourquin-Sherman units of vitamin G per pound of whey solids, as well as appreciable quantities of vitamin B_1, vitamin K, and several other necessary dietary factors (2). The ratio of water-soluble vitamins to solids is higher in whey than in skim milk.

The advantages to be derived from the use of whey in candy are:

1. Whey is reasonable in price, and after it becomes commercially available as a concentrated product, the price of whey solids should be no greater than that of skim milk solids, and possibly even less.

2. Whey solids aid in keeping candy fresh and soft. In fudge, these conditions appear to be due to an incomplete crystallization of the milk sugar and, in caramels, to the absence of crystallization. Whey candy will harden, however, when subjected to dry atmospheric conditions.

3. Whey solids help to hold vanilla and other flavors. It is probable that this is due in part to the ability of milk sugar crystals to absorb pigments and flavoring materials.

4. The recently developed product, sweetened condensed whey, offers opportunities for the production of new types of candy.

5. Whey improves the nutritive value of candy by contributing milk, sugar, albumin, minerals, and vitamins.

6. Large amounts of whey may be used to improve the nutritive value of fudge-type candies without altering their characteristic body. The same type of texture would not result if an equally large quantity of skim milk were used.

Sweetened Condensed Whey

The high water content of whey makes a concentration step necessary before the product is suitable for use in candy. Whey, as it is drained from the cheese curd, is a very perishable product, and its immediate pasteurization is required. The Bureau of Dairy Industry has developed a sweetened condensed whey (3) which is easy to prepare, keeps well without refrigeration, and is especially suitable for use in candy manufacture. It is a heavy sirup composed of 40 per cent sucrose, 40 per cent whey solids, and 20 per cent water. Sweetened condensed whey is not yet a common commercial product, but it may be obtained on special order from large dairy products manufacturers who are engaged in the processing of whey.

Other forms of whey for use in candy are (a) plain condensed whey, which is perishable; and (b) spray-dried whey powder, which is more expensive than the condensed wheys. Soluble spray-dried whey powder is now available commercially and is useful for making experimental whey candy. A high-grade sweet whey suitable for human consumption should be specified when purchases are made.

The candy formulas presented here are based on the use of sweetened condensed whey containing 40 per cent sugar and 40 per cent whey solids. Substitution of other forms of whey is possible when proper allowance is made for their whey solids content.

Whey candy may be made in much the same manner as ordinary candy. However, there are a few important points which the candy maker should remember in using whey. The titratable acidity of fresh cheese whey calculated as lactic acid is about 0.20 per cent and the reaction of sweetened condensed whey is about pH 5.2 to pH 5.8. Lactic acid inverts sugar during cooking, and while the action is not extensive, less "doctor" can generally be used in whey candy than in non-whey confections.

Smooth, Crystalline Structure

When much whey is used in fudge, some of the milk sugar present must be crystallized in order to produce a satisfactory body. When sugar fondant is added to the cooked batch in accordance with commercial practice, whey fudge is slow to crystallize, and a coarse weak body is produced. If sweetened condensed whey containing milk sugar crystals or powdered lactose is added with the sugar fondant, a smooth, crystalline structure is obtained. The addition of sweetened condensed whey with the sugar fondant gives excellent results, but if more than 2 or 3 per cent of the weight of the batch is used, the cooking temperature should be raised slightly to compensate for the diluting effect of the water in the whey. The addition of milk sugar to whey fudge aids lactose crystallization just as the addition of fondant to ordinary fudge helps in the graining of sucrose. When lactose is used as seed it should be finely ground, and the mixture should be stirred well for several minutes after the crystals are added.

The candy maker depends largely upon the casein in skim milk for the production of good body in caramels. Whey, lacking casein, is not effective in building cara-

WHEY CANDY FORMULAS

Ingredients	"Wheyfer" ingredients	Whipped Fudge ingredients	Fudge ingredients	Caramel ingredients	Taffy ingredients
	lbs.	lbs.	lbs.	lbs.	lbs.
Sweetened condensed whey	84	32	43.0	45	52
Sugar		40	11.0		
Corn sirup		16	9.0	28	42
Invert sirup		5	3.0	6	
Skim milk solids				6	
Coconut fat				4	
Butterfat			2.5	5	
Precooked dry cereal	4				
Fondant			20.0		
Chocolate		7	6.0		6
Powdered lactose	12		.1		
Nuts (optional)			5.4	6	
Vanilla to flavor					
Total weight of ingredients	100	100	100.0	100	100

The percentages of total candy solids derived from the whey are:
For "wheyfers," 40%; whipped fudge, 14%; fudge, 20%; caramel, 21%; taffy 26%.

mel body, but when it is used with skim milk caramel of excellent body is produced.

When sweetened condensed whey is whipped mechanically for 5 minutes or more, its volume is increased 2 or 3 times and a stable white whip results. The best whip is obtained when the whey is entirely fat free, and it is therefore inadvisable to add a fatty product to the whip unless the body of the mixture is caused to set before the foam can collapse.

A New Confection—"Wheyfers"

In the laboratories of the Bureau of Dairy Industry, a brittle, porous-textured candy wafer, or so-called "wheyfer," has been made by whipping sweetened condensed whey, folding into it a dry precooked cereal, such as ground corn or wheat flakes, bread crumbs, or similar material, and drying the mixture. Cooking is not necessary. The cereal is used to cover the salty flavor imparted by the high whey content of this candy.

The procedure for manufacturing "wheyfers" involves a departure from conventional candy making methods. A few details will be of interest to those contemplating experimental work on this type of confection. Sweetened condensed whey is whipped to more than 100 per cent overrun. The incorporation of air in the mix during whipping is an important factor controlling the porosity or texture of the finished product. A light, high overrun mix can be dried to produce a tender, porous wafer, while a dense mix yields a hard, tough product. The whipped mix is extruded through a nozzle of any desired shape using either air pressure or a mechanical screw type plunger to force the product from the extruder. Ribbons of mix are deposited on moving screening, the mesh of which may be from 8 to 24 strands to the inch. The use of screens makes possible simultaneous drying of the upper and lower surfaces of the product and greatly accelerates this operation. Screens constructed of stainless steel, aluminum, or tinned iron are satisfactory, but those made of copper and bronze stain the candy. It is best to score the ribbons of mix after they are dried, but while still hot, in order to facilitate breaking the product into pieces of uniform length after cooling. Drying is carried out in a hand-loaded cabinet drier, although for larger production a traveling belt in a drying tunnel may be used. The optimum temperature of drying is 205° to 212°F. at which temperature the "wheyfers" should dry in 45 to 60 minutes.

The finished candy contains amorphous lactose which is capable of absorbing moisture. To prevent this action the goods should be chocolate coated.

Formulas and working directions for "wheyfers" and for several conventional types of candy are given in the accompanying table and the following paragraphs. The whey solids content of these candies is from 14 to 40 per cent. It is expected that these formulas will provide candy makers with a basis for experimental work on whey candy. Goods containing more or less whey solids may be made to suit individual tastes.

The quantity of skim milk solids and butterfat needed should be calculated after determining the percentage of these ingredients present in the dairy product to be used.

Procedure in Using Whey Candy Formulas

The fudge, caramel, and taffy should be cooked in a kettle having a fast double-action stirrer. Water may be added before cooking if necessary to insure proper mixing.

Wheyfers. Whip the sweetened condensed whey in a mechanical beater for 5 minutes or more until its volume is at least doubled. The addition of materials containing fat or oil must be avoided since they destabilize the whip. Spread the nuts on fine mesh screen drying trays. Carefully fold the cereal into the whipped whey and extrude the whip on the screens in ribbons 1¼ inches wide and ¼ inch thick. Dry the mixture in a tunnel drier at 210°F. for about 1 hour. The drying time will depend upon the temperature, the air circulation, and the thickness of the candy. Score, cool, and coat with chocolate to prevent moisture absorption.

Whipped Whey Fudge. Cook the sugar, corn, and invert sirups to 272°F., allow to cool to 230°. Whip the sweetened condensed whey in a mechanical beater for at least 5 minutes. Mix the cooled sirup, whipped whey, and vanilla, and carefully fold in the melted chocolate. Avoid excessive stirring of the finished mixture. Pour in wooden forms.

Whey Fudge. Cook (with stirring) the sweetened condensed whey, sugar, half the corn sirup, and the invert sirup. The cream or butter may be added after the sirup has been partly boiled down. Cook to 248°F. Cool 25 or 30 degrees or transfer to smaller pouring kettles, add the remaining corn sirup, fondant, and chocolate, and stir well for several minutes. Add the powdered lactose, flavoring, and nuts, and stir for several minutes. Pour into wooden forms.

Whey Caramel. Cook the ingredients with stirring to about 246°F. The milk products may be added after the sirup has been partly boiled down. Add nuts and flavoring before pouring on a stone slab.

Whey Taffy. Cook the sweetened condensed whey and sugar to 248°F. or higher, if desired, cool, add chocolate, and pull.

Summary

Whey, a dairy product new to the candy industry, has been shown to posses properties that make it a valuable addition to the confectioner's list of raw materials. Sweetened condensed whey containing 40 per cent sugar and 40 per cent whey solids is the form in which whey may be used most easily by the candy maker.

Tested formulas and working directions are given for making several kinds of whey candy.

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SUGAR SYRUPS —

Observed Differences in Specific Gravity and Brix

By K. E. LANGWILL

IN CONSIDERING the kinds, not types, of sugar from which the confectioner may choose to make his candy, one realizes how few there are. The available disaccharides are refined cane or beet sugar (sucrose), milk sugar (lactose) and malt sugar (maltose). Of these three, granulated sugar (sucrose) is the best known, most readily available and therefore, of major importance. While lactose is now produced on a commercial scale, its low solubility, comparatively high cost and lowered sweetening value render it of little practical application. Maltose finds its way into many confections since it is one of the hydrolytic products formed by the action of specific enzymes or acid on starch. It is present to a larger or smaller degree in every variety of corn syrup depending on how nearly complete the conversion of starch has been. Since maltose is produced by the action of the enzyme, diastase, it is also present in malt syrup which is often added to confections to produce a characteristic flavor.

Upon hydrolysis, the disaccharides split into their coresponding monosaccharides. Sucrose yields one part of dextrose and one part of levulose; lactose yields one part of dextrose and one part of galactose; while maltose yields two parts of dextrose. Thus we find the variety of simple sugars to be decidedly limited with but three individual kinds from which we may choose, namely, dextrose, levulose and galactose. Galactose has little application in confectionery manufacture other than as a residual sugar formed when milk products are cooked. Levulose is definitely desirable where the retention of moisture and retardation of grain formation are important factors. It is introduced either in the form of invert sugar syrup, containing approximately equal parts of dextrose and levulose, or produced by the hydrolysis of sucrose during the cooking process. Of the monosaccharides we have considered (dextrose, levulose, galactose), dextrose is the best known and the only one commercially available. There are two forms in which it may be obtained, the hydrate and the anhydrous. The latter form is the type employed in chocolate coatings where water of crystallization in the dextrose hydrate makes it unsuited for such a use.

Since sucrose (granulated sugar) and dextrose are apparently the two most important dry sugars, we have selected them for further consideration. It is obvious that when differences in solubility, refractive index and specific gravity of solutions, made on a weight-for-weight basis, exist, it is to the interest of the confectioner to become familiar with such differences. To compare solutions of dextrose hydrate, anhydrous dextrose, sucrose and mixtures of sucrose with one or the other forms of dextrose, solutions of varying percentages by weight have been selected.

In Table I, Solution 1. represents commercial dextrose hydrate; Solution 2. represents a mixture of two parts by weight of granulated sugar and one part by weight of dextrose hydrate; while Solution 3. represents a solution of granulated sugar in water. Each of these solutions corresponds to the weight percentages expressed at the top of each subdivision. Refractive indices have been taken on the Brix refractometer and the Brix equivalents have also been recorded. The specific gravity of these solutions has been determined by using a pycnometer. Brix equivalents have been obtained by referring to standard tables. In Table II, this same scheme has been followed except that anhydrous dextrose has replaced dextrose hydrate. The results reported below are just as they have been obtained without applying any correction factor since the object of these tests was to show the differences to be experienced when these three sets of figures are compared under usual control conditions.

TABLE I

At 20°C	Refractive Index	Brix Equiv.	Specific Gravity	Brix Equiv.
20%				
Solution 1	1.3614	18.7	1.0770	18.7
" 2	1.3627	19.3	1.0809	19.5
" 3	1.3639	20.0	1.0829	20.0
40%				
Solution 1	1.3942	37.2	1.1640	37.1
" 2	1.3979	39.0	1.1736	39.0
" 3	1.3997	40.0	1.1785	40.0
60%				
Solution 1	1.4317	55.4	1.2619	55.4
" 2	1.4384	58.5	1.2797	58.4
" 3	1.4418	60.0	1.2887	60.0

TABLE II

At 20°C	Refractive Index	Brix Equiv.	Specific Gravity	Brix Equiv.
20%				
Solution 1	1.3632	19.7	1.0816	19.7
" 2	1.3633	19.8	1.0825	19.9
" 3	1.3639	20.0	1.0829	20.0
40%				
Solution 1	1.3981	39.3	1.1747	39.2
" 2	1.3989	39.6	1.1771	39.8
" 3	1.3997	40.0	1.1785	40.0
60%				
Solution 1	1.4388	58.6	1.2799	58.5
" 2	1.4407	59.5	1.2855	59.4
" 3	1.4418	60.0	1.2887	60.0

In the case of each of the sugars, unopened bags were selected and samples as nearly representative in character as possible were withdrawn. The water content of the dextrose hydrate sample, at time of use, was 5.25% while this value for the anhydrous dextrose was 0.15%. Since water of crystallization and absorbed

water are variable factors, they must be taken into account in each and every comparison. It is apparent that as the amount of water of crystallization increases, specific gravity and refractive index of a solution on an equal weight basis are lowered and a greater difference is to be observed when such a solution is compared with one containing granulated sugar of the same solids concentration.

As a check on the foregoing results, four independent laboratories obtained samples of dextrose hydrate, anhydrous dextrose and granulated sugar. In the case of the granulated sugar and the anhydrous dextrose, portions of the master samples were used by all. In the case of the dextrose hydrate, two samples were taken from the master sample while the remaining two were withdrawn from another stock bag. Even under these conditions, the samples undoubtedly did not contain identical amounts of water of crystallization because no attempt was made to keep the samples in air-tight containers. Small variations in results are due to this fact. The syrups tested had the following composition:

Syrup No. 1	
Commercial Anhydrous Dextrose	60%
Distilled Water	40%
Syrup No. 2	
Commercial Anhydrous Dextrose	20%
Commercial Refined Sugar	40%
Distilled Water	40%
Syrup No. 3	
Commercial Dextrose Hydrate	60%
Distilled Water	40%
Syrup No. 4	
Commercial Dextrose Hydrate	20%
Commercial Refined Sugar	40%
Distilled Water	40%

In preparing the 60% solutions of dextrose hydrate and anhydrous dextrose by weight, they were warmed on the steam bath to dissolve the sugars. Upon cooling, they were brought back to original weight by adding distilled water so that any evaporation loss was taken care of. The figures reported on these two solutions were really obtained on supersaturated solutions. In the following table results of four different analysts may easily be compared.

Analyst		A	B	C	D
Syrup No. 1					
	Specific Gravity	1.2802	1.2800	1.2803	1.2799
	Brix Equivalent	58.5	58.5	58.5	58.5
Syrup No. 2					
	Specific Gravity	1.2847	1.2860	1.2857	1.2855
	Brix Equivalent	59.3	59.5	59.5	59.4
Syrup No. 3*					
	Specific Gravity	1.2566	1.2567	1.2607	1.2619
	Brix Equivalent	54.5	54.5	55.2	55.4
Syrup No. 4					
	Specific Gravity	1.2805	1.2782	1.2790	1.2797
	Brix Equivalent	58.6	58.2	58.4	58.4

*A and B had dextrose hydrate with 7.45% moisture content, C and D had dextrose hydrate with 5.25% moisture.

An examination of the foregoing results discloses that when 20 pounds of dextrose hydrate are substituted for 20 pounds of the 60 pounds of sucrose necessary to make a 60% syrup by weight that the average Brix reading on the refractometer at 20°C is 58.4°. This corresponds to a Brix reading of 60° obtained when 60 pounds of sucrose are employed in making such a syrup. The actual change in Brix degrees, therefore, is 1.6.

Now suppose we consider these same two syrups after inversion. It is well known that 95 pounds of granulated sugar produce 100 pounds of invert sugar solids and that dextrose remains unchanged when subjected to the usual inversion process. After inversion Syrup No. 4 changes to 42.1 pounds of inverted sugar while the dextrose hydrate remains fixed at 20 pounds. A refractometer Brix reading of 59.1 is obtained for this syrup at 20°C. A 60% sucrose (granulated sugar) syrup, after inversion, shows 63.15 pounds, if the inversion is complete. Such a syrup gives a Brix reading of 61.9° at 20°C. The change in Brix degrees between these two syrups is 2.8 (61.9 - 59.1).

From the data obtained we can now calculate the Brix change to be observed when 100% of dextrose hydrate in the one case and 100% of granulated sugar in the other are considered either before or after inversion. The un-inverted 60% granulated sugar solution showed a Brix reading of 60.0° compared with a reading of 54.5° for the 60% dextrose hydrate solution; the difference being 5.5°. After inversion the value for the dextrose hydrate solution is unchanged and the reading for the inverted 60% granulated sugar is 61.9°. The loss in Brix after inversion, therefore, is 61.9 — 54.5 = 7.4°. Setting up the calculated values in Brix degrees in terms of 100% commercial dextrose hydrate (7.45% total moisture) and in terms of 100% granulated sugar (less than 0.05% total moisture) or its inverted sugar equivalent, we have

100% Granulated Sugar	100°	Brix
100% Commercial Dextrose Hydrate	90.8°	
Loss in Brix	9.2°	
100% Granulated Sugar, inverted	103.2°	Brix
100% Commercial Dextrose Hydrate	90.8°	
Loss in Brix	12.4°	

While these values in terms of dry weight (100%) are impossible of practical determination and are calculations based on 60% solutions by weight, still they reduce our findings to a form of unity by which we can make comparisons.

As a matter of interest samples of the 60% dextrose hydrate and anhydrous dextrous solutions used in making these tests were placed in air-tight containers and stored in a refrigerator at 45°F for one week during which time crystals of dextrous hydrate separated out of each. The bottles were then removed and allowed to remain at room temperature with occasional shaking for about 5 months. During this period the syrup above the crystals had an opportunity to resaturate itself. Samples of these syrups were pipetted out and a Brix reading made on the refractometer at 20°C. As was to be expected the readings were the same in each case, namely 48.8°. To check this, samples of the syrups were dried to constant weight on sand. The saturated solution made from dextrose hydrate showed 49.4% solids and that made from anhydrous dextrose 49.5%. When the proper corrections were applied to the Brix readings, the resulting values checked closely with the values obtained by drying.

It is believed that those in technical control of plant operations are familiar with the fact that a correction must be applied to refractive index determinations made on invert sugar syrups. Perhaps they may not be as familiar with corrections to be applied to dextrose syrups

(*Turn to page* 35, *please*)

THE FOREMAN'S NOTEBOOK

Every candy foreman has experienced, at some time or other, a real need for practical and authoritative suggestions and reminders on care of equipment. To further broaden its editorial service to the Industry, THE MANUFACTURING CONFECTIONER *has arranged to bring in each month's issue a practical talk on the care of equipment or some mechanical problem. Equipment will operate more smoothly and have longer life if it is properly cleaned and serviced every day. This series of talks will be published in booklet form later.*—The Editor.

TEMPERING AND MOLDING CHOCOLATE

★ Incorrect, or uneven, temperature of molding chocolate, and incorrect temperature of the molds when used, are two of the principal causes for excessive scrap and for reduced shelf-life of molded chocolate goods.

If chocolate mass does not have the proper temper (i.e. an equalized temperature right through the mass), but is only partly tempered, bars and cakes may stick in the molds.

If chocolate is of uneven temper and the temperature is on the low side, gray streaks or patches will appear on the molded goods.

If the temper is right, but the temperature of the chocolate too low, a grayish bar or cake will result.

If chocolate is of uneven temper and the temperature is on the high side, red streaks or patches will appear on the molded goods.

If the temper is right, but the temperature of the chocolate too high, a reddish cake or bar will result.

★ In all these cases, the structure of the bars or cakes has been impaired. They do not have the clean solid, rock-like break or snap when broken—a good indication of short shelf-life expectancy. In short, if the chocolate bars or cakes have not been given the best temperature suited to the chocolate to be molded, the shades of color change slightly and it is possible to ascertain merely by looking at the chocolate whether it has been molded correctly or incorrectly.

There is no set rule for the best temperature to use to produce perfect cakes or bars. Perfection depends on:

1. Temperature of the molding room.
2. Kind of chocolate to be molded.
3. Weight of the finished bars or cakes.
4. Whether molding by hand or by machine.
5. Kind of molds being used.
6. Temperature of the molds.
7. Time allowed for cooling.
8. Kind of cooling units, or methods of cooling.
9. Temperature of the cooling units.
10. Percentage of relative humidity in molding room and cooling units.
11. Percentage of fat in the chocolate.

Molds

★ Highly polished molds give a fine finish to bars or cakes, and the chocolate falls out of them easily during the demolding. However, if some of the previous points are carefully checked, bars and cakes made in dull finish molds will also demold easily. They will not have the same high polish, however, since they will reflect the finish of the dull mold.

It is very important that molds be at the right temper (i.e. equalized temperature all through) while molding. The temperature of the molds should be approximately that of the chocolate or less, depending upon the prevailing conditions under which the molding takes place (kind of chocolate used, size and weight of finished bars or cakes, etc.).

In buying molds, avoid designs where the tinplate- or nickle-clad steel has been so severely stretched in the drawing operations as to spoil the original polished surface. Avoid, also, large plain surfaces, as these have a tendency to leave gray spots on the finished bars or cakes. It is advisable to have such large plain areas broken up by designs of some sort.

★ For general molding of bars and cakes the following temperatures may be used as a guide:

For the molding room	85° - 90°F.
For the chocolate—milk	85° - 88°F.
For the chocolate—plain	88° - 90°F.

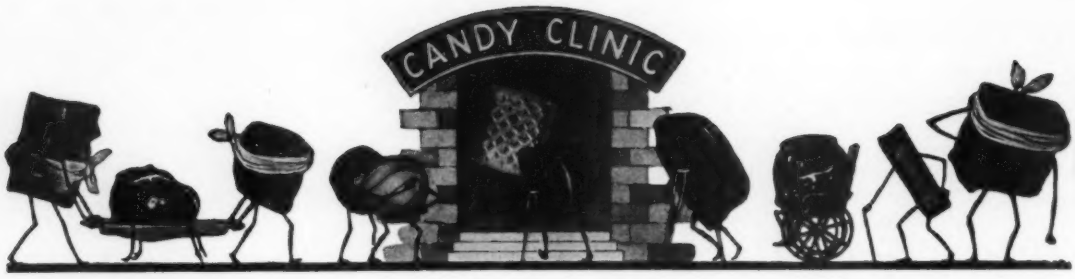
Temperature of the hopper on the molding or depositing machine should be from 0.5° to 1° F. higher than the chocolate to be molded. Temperature of the cooling units may range from 28° F. to 50° F., according to the size and weight of the bars or cakes to be cooled, kind of molds used, and types of cooling unit used.

Chocolate Shell Goods

★ In making chocolate shell goods (shells of chocolate which are to be filled with caramels, creams, nougats, etc.), two main considerations must be taken into account. 1. Percentage of fat in the chocolate, for chocolate with low fat percentage has greater resistance to the heat of the center filling which at times must have a higher temperature than the melting point of the fat used in the chocolate shell. 2. Temperature of the cooling unit must be regulated according to the chocolate used in the shells and the thickness of the shell to be molded.

If centers with excessive temperature are deposited into the moldel chocolate shells, the shells will warm up, and may even melt. If the warmed shell is re-cooled, the chocolate will have a tendency to become dull and grayish.

—Gudolf M. Poverud



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Assorted 1 lb. Chocolate Packages

CODE 3A41

Assorted Chocolates—1 lb.—$1.00

Appearance of Package: Good.
Box: Two layer extension type, white embossed top, name embossed in gold. Red silk bow through center of top, cellulose wrapper.
Appearance of Box on Opening: Good.
Number of Pieces: 46—2 Jordan Almonds.
Coating: Dark.
Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good.
Centers:
Cashew: Good.
Molasses Chew: Good.
Orange Cream: Good.
Peppermint Cream: Good.
Raspberry Cream: Good.
Vanilla Coconut Paste: Good.
Chocolate Caramel: Good.
Coffee Pecan Cream: Good.
Vanilla Cream: Good.
Brazil: Good.
Nut Nougat: Good.
Mint Gum and Cream: Good.
Caramallow: Good.
Lemon Gum: Good.
Fruit Nougat: Good.
Chocolate Fudge and Almond Cream: Good.
Butterscotch: Good.
Vanilla Caramel: Good.
Ginger Cream: Good.
Chocolate Fudge: Good.
Twin Filbert: Good.
Walnut and Vanilla Cream: Good.
Triple Pecan: Good.
Twin Decorated Almonds: Good.
Cordial Cherry: Good.
Solid Chocolate Wafer: Good.
Milk Chocolate Cup: Good.
Assortment: Good.
Remarks: The best dollar box of chocolates that the Clinic has examined this year. Coating and centers were of the best quality. Dipping neatly done and packing was well planned.

CODE 3B41

Assorted Chocolates—1 lb.—59c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.
Box: Two layer, extension type, white printed in gold, blue tied with red ribbon, cellulose wrapper.
Appearance of Box on Opening: Good.
Number of Pieces: Dark coated 25, light coated 21.
Coatings: Light and dark.
Colors: Good.
Gloss: Good.
Taste: Good, for this priced candy.
Dark Coated Centers:
Vanilla Nut Caramel: Good.
Molasses Chip: Good.
Vanilla Cream: Fair.
Fruit Paste: Good.
Chocolate Caramel: Good.
Fruit Nougat: Good.
Raisin Cluster: Good.
Date and fig paste: Good.
Raspberry Cream: Good, but too much color used.
Cherry Jelly: Good.
Fruit Cream: Had an off taste.
Maple Cream: Fair.
Jelly: Could not identify flavor.
Caramallow: Good.
Molasses Chew: Good.
Vanilla Raisin Caramel: Good.
Ginger: Good.
Almond: Good.
Light Coated Centers:
Nougat: Good.
Peppermint Cream: Good.
Prune Paste: Good.
Chocolate Caramel: Fair.
Vanilla Caramel: Good.
Bitter Almond Paste: Too much flavor used.
Fudge Mallow: Good.
Brazil: Good.
Orange Peel: Good.
Raisin Paste: Good.
Lemon Cream: Good.
Sponge Stick: Good.
Peanut Cluster: Good.
Assortment: Good.
Remarks: Bottom layer contained 18 pieces, top layer 28 pieces. Under the Food-Drug law this is considered a deceptive 1 lb. box.

Candy is well made, but a number of pieces need checking up. The cream centers are not up to standard. The bitter almond paste was so strong in flavor it could not be eaten.

CODE 3C41

Assorted Chocolates—1 lb. —65c

(Purchased in a retail candy shop, Chicago, Ill.)

Sold in bulk. Regular stock box used.
Coatings: Light and dark.
Light Coating:
Gloss: Fair.

Color: Good.
Strings: Very poor.
Taste: Good.
Dark Coating:
Color: Good.
Gloss: Good.
Strings: Hardly any.
Taste: Good.
Light Coated Centers:
Vanilla Caramel. Good.
Vanilla Buttercream: Good.
Chocolate Buttercream: Good.
Vanilla Cream: Fair.
Fruit and nut nougat: Good.
Dark Coated Pieces:
Vanilla Buttercream: Good.
Vanilla Cream: Fair.

Remarks: Suggest the vanilla creams be checked up as they were very short and tough. Dipping was carelessly done.

CODE 3D41

Assorted Chocolates—1 lb.—65c

(Purchased in a retail candy shop, Chicago, Ill.)

Sold in bulk. Regular stock box used.
Coatings: Light and dark.
Dark Coating:
Color: Good.
Gloss: Fair.
Strings: Fair.
Taste: Good.
Light Coating:
Color: Good.
Gloss: Fair.
Strings: Fair.
Taste: Fair.
Dark Coated Centers:
Vanilla Buttercream: Dry and hard.
Chocolate Cream: Dry and hard.
Maple Cream: Good.
Pecan Cream: Good.
Glace Pineapple: Good.
Pineapple Cream: Cream: Good. Flavor: Too strong.
½ dipped Mint Paste & Marshmallow: Good.
Light Coated Centers:
Orange Cream: Dry, entirely too much color used.
Vanilla Cream: Fair.
Vanilla Caramel: Fair.
Fruit Nougat: Good.
Vanilla Marshmallow: Tough.
Peanut Cluster: Good.
Assortment: Good.

Remarks: Candy is not up to the standard of this type of candy retailing at 60c to 65c the pound. Centers lacked quality and worksmanship, need checking up.

CODE 3E41

Assorted Chocolates—½ lb.—35c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.
Box: Red Heart printed in gold and gold embossed cupid. Cellulose wrapper, chip board carton.
Appearance of Box on Opening: Good.
Number of Pieces: 7 dark, 5 light, 2 wax paper wrapped caramels, 1 foiled chocolate.

CANDY CLINIC SCHEDULE FOR 1941

The monthly schedule of the Candy Clinic is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Salted Nuts; Chewy Candies; Caramels

MARCH—Assorted One-Pound Boxes of Chocolates

MAY—Easter Candies and Packages; Molded Goods

JULY—Gums and Jellies; Marshmallows

AUGUST—Summer Candies and Packages; Fudge

SEPTEMBER—Bar Goods of all types

OCTOBER—Home Mades: 5c-10c-15-25c Packages Different Kinds of Candies

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

Coatings: Dark & Light.
Colors: Good.
Taste: Good, for this priced candy.
Gloss: Fair.
Strings: Good.
Dark Coated Centers:
Lemon Cream: Good.
Vanilla Caramel: Good.
Vanilla Cream: Good.
Raspberry Cream: Fair.
Vanilla Cream Brazil: Good.
Light Coated Centers:
Vanilla Cream: Dry and short.
Dark Cream: Could not identify flavor.
Vanilla Chew: Good.
Date: Good.
Chocolate Cream and Raisins: Good.
Wrapped Caramels: Good.
Assortment: Too small.
Remarks: At the price of 35c for a half pound box, nothing much can be said.

CODE 3F41

Assorted Chocolates—1 lb.—80c

(Purchased in a retail candy shop, San Francisco, Cal.)

Appearance of Package: Good.
Box: One layer, extension type, gold embossed top, name in red and green, red poppy. Outside paper valentine design, tied with red grass ribbon.
Appearance of Box on Opening: Good.
Number of Pieces: 25 dark coated, 1 foil piece, 1 gum and marshmallow piece.
Coating: Dark.
Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good.
Centers:
Chocolate Caramel & Chocolate Marshmallow: Good.
Fruit Cream: Good.
Caramallow: Good.
Chocolate Caramel: Good.
Maple Cream and Vanilla Caramel: Good.
Vanilla Caramel: Good.
Maple Cream: Good.
Filbert Cluster: Good.
Vanilla Cream: Good.
Butterscotch & Cream: Cream: Very hard. Butterscotch: Good.
Chocolate Nut Caramel: Had a burnt taste.
Vanilla Nut Caramel: Good.
Maple Pecan Cream: Good.
Vanilla Filbert Caramel: Good.
Nut Nougat: Good.
White Cream: Could not identify flavor.
Brazil: Good.
Vanilla Almond Caramel: Good.
Vanilla Caramel and Apricot Jelly: Good.
Chocolate Almond Caramel: Good.
Mint Gum and Marshmallow: Good.
Peppermint Cream: Good.
Assortment: Good.

Remarks: Candy was well made and of good quality. One of the best boxes of assorted chocolates at this price. The quality in some dollar boxes is not as good as in this box.

CODE 3G41

Assorted Chocolates—1 lb.—68c

(Purchased in a retail candy shop, New York, N. Y.)

Appearance of Package: Good.
Box: ½ lb. one layer white, embossed

paper, embossed in gold, pink dotted wrapper tied with grass ribbon.
Appearance of Box on Opening: Bad.
Number of Pieces: 43.
Coating: Dark.
Color: Good.
Gloss: None (See Remarks)
Strings: Fair.
Taste: A very strong vanillin flavor.
Centers:
Orange Peel: Good.
Cracker fig filling: Good.
Almond Paste Acorn: Good.
Cordial Pineapple: Good.
Brazils: Good.
Vanilla Caramel: Good.
Raisin Cluster: Good.
Almond Paste: Good.
½ Dipped Maple Marshmallow Pecan: Good.
Chocolate Ganach: Good.
Mint Marshmallow ½ dipped: Good.
Red Pineapple: Good.
Pecan Top Maple Cream: Good.
Date: Good.
Mint Paste: Good.
Nut Nougat: Good.
Ginger: Good.
Marshmallow & Jelly: Good.
Mint Marshmallow: Too much color used.
Molasses Chew: Fair.
Cordial Cherry: Good.
Pineapple Top Chocolate Fudge: Good.
Vanilla Cream: Good.
Almonds: Good.
Caramallow: Good.
Apricot Jelly: Good.
Molasses Coconut Paste: Good.
Vanilla Coconut Paste: Good.
Cordial Strawberry: Good.
Assortment: Good.

Remarks: Quality of candy is one of the best that the Clinic has examined this year.

The candies in this package were not in fit shape to be fairly judged by our Clinic Superintendent. The package had been shipped a considerable distance, when under normal circumstances, it is packed in the candy shop and is taken along by the customer. The Clinic feels sure the packing would have been different in a box which was to have been shipped any distance.

CODE 3H41

Assorted Chocolates—1 lb.—68c

(Purchased in a retail candy shop, New York, N. Y.)

Appearance of Package: Good.
Box: Two layer type, extension bottom, red glace paper, name embossed in gold, tied with gold tinsel ribbon, brown paper wrapper tied with brown cord.
Appearance of Box on Opening: Good.
Number of Pieces: 74—2 Jordan Almonds, 2 Almond topped pieces, one ½ dipped acorn.
Coating: Dark.
Color: Good.
Gloss: Fair.
Strings: Fair.
Taste: Good, for this priced candy.
Centers:
Raspberry Jelly: Good.
Nut Blossom: Good.
Pecans: Good.
Brazils: Good.
Orange Peel: Good.
Cashew Clusters: Good.
Orange Cream: Dry & tough.
Almonds: Good.
Date: Good.
Peppermint Cream: Dry & hard.
Cream Pineapple: Good.
Nut Glace: Good.
Cordial Cherry: Good.
Apricot Paste: Good.
Molasses Chew: Good.
Nut Nougat: Good.
Prune Paste: Good.
Vanilla Coconut Paste: Good.
Vanilla Marshmallow: Fair.
Butterscotch: Good.
Orange Paste: Good.
Raspberry Cream: Dry and hard.
Chocolate Ganach: Good.
Twin Filberts: Good.
Raisin Cream: Good.
Almond Paste: Good.
Acorn: Good.
Jordan Almonds: Good.
Assortment: Good.
Remarks: Dipping was very carelessly done. Cream centers need checking up as they were not made right. Chocolates are not up to the standard of some of the other boxes that the Clinic has examined at this price.

CODE 3I41

Assorted Chocolates —½ lb.—$1.25

(Purchased in a retail candy shop, New York, N. Y.)

Appearance of Package: Good.
Box: Two layer, slip top gold paper printed in red, white, blue and yellow —See Remarks. White paper wrapper printed in gold, tied with red twine.
Appearance of Box on Opening: Good.
Number of Pieces: 24, 5 foiled, 2 gold cups, 2 pieces wrapped in cellulose.
Coating: Dark.
Color: Good.
Gloss: Fair.
Strings: Plain.
Taste: Good.

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Immediate delivery—High in quality—Low in price

R. C. TAFT CO.

429 W. RANDOLPH ST. CHICAGO

Centers:
Ganach: Good.
Chocolate Paste: Dry and hard.
Coffee Cream: Good.
Nut Jelly: Good.
Chocolate Almond Paste: Good.
Raspberry Jelly: Good.
Strawberry Cream: Dry & hard.
Hard Nougat: Good.
Chocolate Nut Caramel: Good.
Pistachio Cluster: Good.
Pink Cream in foil cup: Could not identify flavor.
Cocoa Truffle: Good.
Praline Paste: Good.
Shell Piece: Could not identify flavor.
½ Dipped Nut Nougat: Good.
Assortment: Fair.

Remarks: The chocolates are strictly of the European type and do not eat or taste as good as most of the popular dollar chocolates on the market. Creams were poorly made and lacked flavor, some of the Ganach centers had started to turn rancid. The box is not up to the standard dollar a pound chocolates. Chocolates are overpriced at $2.50 the pound.

CODE 3J41

Assorted Chocolates—1 lb.—59c

(Purchased in a retail candy store, New York, N. Y.)

Appearance of Package: Good.
Box: Two layer, extension type white embossed paper gold seal tied with green ribbon, cellulose wrapper. Carton wrapped in brown paper, tied with green twine.
Appearance of Box on Opening: Good.
Number of Pieces: 18, 4 foiled, 1 violet top. 18 light coated.
Coatings: Dark and light.
Colors: Good.
Gloss: Good.
Strings: Good. Plain.
Taste: Fair.
Dark Coated Centers:
Apple Jelly: Good.
Vanilla Marshmallow: Good.
Caramallow: Good.
Fruit and Nut Paste: Good.
Almond: Good.
Hard Candy Blossom: Good.
Vanilla Caramel: Good.
Molasses Plantation: Good.
Maple Cream: Good.
Vanilla Cream: Fair.
Orange Cream: Good.
Molasses Coconut: Good.
Lemon Cream: Good.
Chocolate Cream: Good.
Peppermint Cream: Good.
Peanut Cluster: Good.
Light Coated Centers:
Apple Jelly: Good.
Nut Nougat: Good.
Nut Brittle: Good.
Red Jelly: Could not identify flavor.
Molasses Sponge: Too Hard.
Vanilla Coconut Paste: Good.
Nut Cluster: Good.
Pecan Cluster: Good.
Orange Peel: Good.
Peanut Blossom: Good.
Fancy Shape Chocolate: Good.
Cordial Cherry: Good.

Vanilla Caramel: Good.
Solid Chocolate cup with pecans: Good.
Assortment: Good.
Remarks: One of the best 59c boxes of chocolates that the Clinic has examined this year. Suggest sponge piece be checked up; also, the red jelly.

CODE 3K41

Assorted Chocolates—1 lb.—50c

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Fair.
Box: Two layer, slip cover, white printed in blue cellulose wrapper.
Appearance of Box on Openinig: Good.
Number of Pieces: 45.
Coating: Dark.
Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good, for this priced candy.
Center:
Caramallow: Good.
Pink Cream & Marshmallow: Could not identify flavor.
Vanilla Fudge: Good.
Almond: Good.
Vanilla Caramel: Good.
Nut Taffy: Good.
Chocolate Caramel: Good.
Pink Nougat: Had an odd flavor.
Vanilla Cream: Good.
Vanilla Marshmallow: Good.
Molasses Chew: Good.
Coconut Cream: Good.
Wintergreen: Good.
Hard Candy Blossom: Good.
Hard Candy Stick: Good.
Maple Cream: Good.
Brazil: Good.
Filbert Cluster: Good.
Orange Cream: Good.
Butterscotch: Good.
Nougat: Good.
Lemon Cream: Good.
Chocolate Fudge vanilla cream: Good.
Mint Jelly & Cream: Good.
Molasses Coconut Paste: Good.
Vanilla Caramel: Good.
White Cream: Could not identify flavor.
Molasses Sponge Chip: Good.
Walnuts: Good.
Ginger: Good.
Glace Pineapple: Good.
Raisin: Good.
Nut Chew: Good.
Peppermint Cream: Good.
Milk Chocolate Nut Taffy: Good.
Assortment: Good.
Remarks: The best 50c box that the Clinic has examined this year.

CODE 3L41

Assorted Miniature Chocolates—1 lb.—77c

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good.
Box: Two layer, slip cover top. Wood type paper printed in red and green. Neat and attractive, cellulose wrapper.
Appearance of Box on Openinig: Good.

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CHICAGO 510 N. Dearborn Street
SAN FRANCISCO 56 Main Street
MONTREAL, CANADA, 361 Park Royale

Number of Pieces: 81—3 light coated, 4 foiled.
Coatings: Light & dark.
Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good.
Centers:
Chip: Good.
Molasses Coconut: Good.
Peppermint Cream: Good.
Vanilla Fudge: Good.
Mint Marshmallow: Good.
Nut Nougat: Good.
Cashew: Good.
Ginger: Good.
Sponge Chip: Good.
Vanilla Caramel: Good.
Hard Candy Stick: Good.
Nougat: Good.
Raisins: Good.
Chocolate Fudge: Good.
Vanilla Cream: Good.
Molasses Chew: Good.
Maple Cream: Good.
Glace Pineapple: Good.
Apple Jelly: Good.
Butterscotch: Good.
Coffee Cream: Good.
Milk Chocolate Butter Crunch: Good.
Assortment: Good.
Remarks: Candy is well made and of good quality, but there are a number of miniature chocolates on the market at 69c that are as good as these, in fact, we have examined some at 69c a box lately that were superior to these chocolates. Box had a larger assortment and about 7% of nut meats.

CODE 3M41

Assorted Chocolates—1 lb.—Price—no information

(Sent in for Analysis No. 4393)

Appearance of Package: Good.
Box: Two layer, extension type, green embossed paper, printed in Brown, tied with a green silk tassel & cord, cellulose wrapper.
Appearance of Box on Openinig: Good.
Number of Pieces: 24 dark, 9 light.
Coatings: Light & dark.
Color: Good.
Gloss: None.
Strings: Fair.
Taste: Fair.
Dark Coated Centers:
Maple Walnut Cream: Good.
Vanilla Cream: Good.
Brazil Cream: Good.
Date: Good.
Caramel Nut Chew: Good.
Pink Jelly: Could not identify flavor.
Chocolate Cream: Good.
Vanilla Caramel: Tough.
Chips: Good.
Lemon Cream: Good.
Nougat: Fair.
Orange Cream: Fair.
Peppermint Cream: Good.
Light Coated Centers:
Brazil: Good.
Vanilla Cream: Good.
Chocolate Nut Fudge: Good.
Nut Nougat: Good.
Maple Nut Cream: Good.
Cherry Cream: Good.
Raisin Clusters: Good.
Assortment: Good.
Remarks: Chocolates are not up to the 50c the pound standard. Nougat is too short, lacks flavor. Jelly was of cheapest kind, vanilla caramels, very tough, lacked flavor. Some of the creams lacked flavor.

Packing was poorly done, box was a mess when opened, eight broken pieces and dust was all over the pieces from rubbing together, some of the pieces were stuck together.

Suggest enough dividers be used to keep pieces in place, also a liner of glassine paper.

Dipping of the light pieces was very carelessly done. We have examined boxes of 40c chocolates that were as good as these chocolates.

THE Manufacturing RETAILER

HAND-MADE EASTER ITEMS FOR THE RETAIL SHOP

By GEORGE A. EDDINGTON

George A. Eddington

PRODUCTION of special candy items for Easter has gone over to the wholesale manufacturers in the past years, and retail shops are getting little or none of the volume which the Easter season produces. The one big reason for this, in my opinion, is that retail manufacturers today are apparently unwilling to spend the time and effort on many of these special items which at one time were exclusively featured in the retail shops. Is there any reason, for instance, why the dime stores and department stores should be reaping this big Easter harvest on decorated eggs, when in truth this type of goods was originally a retail shop item and today still belongs in the retail manufacturer's sphere? I think not, except that the latter seems to have "missed the boat" through intense concentration on package lines, etc., thereby allowing these other outlets to arrogate this profitable business to themselves.

To the retail shop operator willing to do a little something extra for Easter this year, we are discussing in this article a number of Easter items which he can feature in his shop without fear of being imitated or actually copied by the other types of candy outlets with which he must compete. These are hand-made items, for the most part, and require the skill and craftsmanship of the specialist in your organization—the same fellow you get to do your other fancy handwork, the hollow goods, the fancy filled eggs, etc.

The most difficult number of those we have chosen is the candy Easter lily in a pot, which can be used for decorative purposes in your window, or sold. Don't expect to get any volume on this item. It can't be done. At best you may want to make only a half dozen of these. Nevertheless, they will add the Easter atmosphere to your shop and may be desired by some of your regular customers who have an appreciation for the time and skill that went into their production.

Get two smooth tin pails that will fit into each other. They must be perfectly smooth on their sidewalls, no designs or rings. Now take some of your dipping chocolate and cool it down to dipping temperature. Fill one of the pails about half full of this chocolate, then set the other pail into this and press down so that it comes down to about an inch from the bottom. Set the pails away to cool, so that the chocolate gets hard. Leave set overnight. Next day take the second pail out and carefully remove the chocolate shell from the first pail. You will thus have the pot into which you are going to place the candy lilies. Give this chocolate pot a coat of glaze and put a design around its circumference with a hand decorator. This may be done with regular decorating icing.

Now prepare a batch as for hard candy. Take one-third of the batch and color it green. Pull it just

enough to give green shade you see on plant stalks. Pull out three or four stalks made of this green hard candy. These stalks should be about ½ in. thick and the length will be determined by the size of the pot you are using. The balance of this green hard candy batch can be used to fashion the long, slender lilly leaves. You will do this by pulling out the batch and shaping each leaf separately with your hands. Try to get a graceful curve in these leaves. A little experimentation will give you the "feel" for this.

The rest of your hard candy batch is now pulled out white, like ribbon candy. Use this part of the batch to form the petals of the lillies, again by hand and with a reasonable resemblance to the real thing. Form these onto the green stalks you have made and as each stalk is finished, hold it before the fan so that the petals cool fast. Now pull out another piece of the uncolored hard candy batch and roll out into long thin rolls. Cut into lengths to conform to the size of your flower, and roll in yellow sugar. Then set one of these into the center of each flower, to resemble the pistil.

Now take your chocolate flower pot and fill it with chocolate "sprinkles" or cocoa (to resemble earth in the pot) and set the finished leaves and stalks in this, say, about three leaves and one stalk in each pot. Decorate the whole thing with ribbon, etc., and set it out in the window, or on the counter where it will be sure to be seen.

Eggs With Yolk Centers Are Good

You can buy a lot of Easter eggs of one kind or another, but there aren't very many stores which feature eggs having a center that resembles a real egg yolk. Here's how to make them. The easiest way for the shop having a few starch trays and egg molds is to whip up a batch of short marshmallow, put a little running cream in it, and deposit in starch. Before this, however, you must prepare the candy which is to resemble the yolk in the marshmallow center. You do this by taking either almond paste or yellow or orange fondant and forming into small balls in the center of which you have placed a piece of cord.

Now, when your cream has been put into the mould, you lay these little yellow balls in the center, bringing the cord out of the large end of the mould. Put a yellow ball into every second mould. The odd halves which are left are then placed on top of the filled halves. This must all be done while the batch is comparatively warm so that the "yolks" will find their places in the marshmallow centers. Having put the halves together, you put this candy away overnight. The next day, melt bon bon cream quite thin, and then take each egg by its cord and dip into the cream, and when coated to your satisfaction, hang up each egg by its cord and let the excess coating drip off. Different colors of coating may be used, but try to stay with colors that are in keeping with eggs colors—no deep shades. These eggs can be made any size you desire, depending on the size of the molds you have for molding in the starch. These eggs can be coated in chocolate, too, if you like. Whether coated with chocolate or bon bon coating, they allow of a variety of decoration limited only by your own ingenuity and good taste.

An item for Easter that we don't see much anymore today is the candy cross. This was a very popular item at one time. The form for use in molding the starch can be made of plaster paris or wood. Print the starch and then fill the imprint with marshmallow or running cream. Leave overnight and the next morning, dip in chocolate. Put glaze on the dipped pieces, and then decorate with vine effect, flowerettes or leaves. The cross can also be made in white or pink, using bon bon dipping cream, and crystallized the following day.

It is difficult to make full chicks without having the molds to do so. However, it can be done, by using almond paste and an ice cream mold. A chick breaking out of an egg is made by fashioning a ball in the hand and then with thumb and forefinger pinching out a portion and shaping the head and beak. The break in the shell can be made quite realistic by using a spoon or some other blunt instrument and trying your hand at "sculping." All joking aside, however, you will surprise yourself with the skill you can acquire with just a little practice.

A small, inexpensive chick can be made with a hard candy batch colored yellow. You roll this out about an inch thick and then cut off fairly short pieces, cutting diagonally. Taking these pieces in both hands, one at each point, and twisting down and up, you get a surprisingly good imitation of a small chick sitting down. Each one of these chicks can be equipped with wings by using the icing bag on the sides of each finished piece. These are inexpensive pieces and are good for use where you want to make up nests containing smaller eggs and chicks.

White Rabbits Easy To Make

You can get a startling effect of realness on molded chocolate rabbits by thinning out white marshmallow to a point where it is tacky, applying this to the chocolate rabbits and then rolling them in shredded coconut.

There are two ways of making candy which can be used to make nests for Easter. Take a bowl having a flaring edge. Now prepare a batch as you would for sugar sticks and pull out thin as a shoestring. When you have this all pulled out, pick up rather carelessly with both hands (not a hand-over-hand motion) and deposit the handfull of ribbon you now have in the bowl. Shape into a nest with your thumbs, but keep the sides fairly heavy.

Spun sugar nests are also good. This batch will make about a dozen small nests. Cook 5 lb. sugar and 1 lb. corn syrup to 305 F., fast. Now take this off the fire and put dish into cold water so that the sharp heat is drawn off quite fast. When the sharp heat is out, you are ready to form the material for your nests. Take an hand egg whipper and clip off the ends of the wired (so that you have straight ends—no curved wired). Dip into the syrup and hold up high and then with a gentle shaking motion, shake the sugar strings over a bar or broom stick lying out horizontally from a table or bench. As this accumulates you can pick up a handful and form into a loose ball which you place on a paper doily, flatten down somewhat and then form into a nest with your thumbs. A metal comb from which you have removed some of the teeth can also be used for making the strings.

Some of the things mentioned here are very crude. But it is this very crudeness which will often attract the buying customer to your shop window. The machine-made candy is so uniform that you have no trouble spotting it for what it is—production stuff. That's why the large manufacturers use one device or another to break up the sameness of appearance on their pieces. These things we have mentioned can be made by most fairly skillful candy makers. Use your own ingenuity and improvise your own tools to do some of these things that require special attention. If you need help on any item you would like to make, drop us a line, and we'll try to help you.

EDITORIAL

Foreman's Notebook

READERS may have noticed the appearance of a new feature in our January issue. We refer to the "Foreman's Notebook." Under plans put into operation last month, this feature will appear every month and will continue until the most important subjects have been covered, after which the entire series will be reprinted in booklet form. It is the result of a cooperative arrangement we have completed with leading supply firms and outstanding candy plant superintendents whereby experts will set down in simple terms the most important facts concerning care and maintanance of principal confectionery equipment.

It is a well-known fact that well-maintained and carefully-kept machinery and equipment will give more perfect and trouble-free service. With the quality of material going into today's machinery and the care which has been put into its engineering and building, breakdowns because of mechanical failure are rare. In most cases, failures, breakdowns, delays in production and unsatisfactory operating results come from two principal causes—faulty installation and/or improper maintenance. Since it is the practice of most manufacturers of machinery to install in the customer's factory the piece of equipment sold, faulty installation can rarely be found to be the cause for breakdowns. No machinery manufacturer is going to turn his equipment over to the candy plant superintendent until a competent expert from the home plant has pronounced it ship-shape, after test. Thus, the majority of breakdowns and most unsatisfactory operation can be classified under the fault of improper maintenance. Naturally, there are exceptions.

Each piece of machinery or equipment has its own peculiarities which the men who have lived with it from the blue-print stage will know intimately, but which the operator of the machine cannot be expected to know in detail even if he has run this type of machinery for years. Equipment of an auxiliary nature is similarly constituted.

Now, it is not planned to make this series of instructive topics all-inclusive, nor should the foreman who reads them expect to find therein the answer for every problem. However, in every case there are found to be a set of general rules for care and maintenance which, if properly followed, will keep machinery or equipment operating at peak efficiency. These will be covered in the "Notebook." Experienced candy men will probably know most of them, but in that case the articles will serve as reminders. The principal value of this series will be in the opportunity it gives the superintendent or foreman to instruct those under him, and for the latter, to learn more about the machines and equipment they operate.

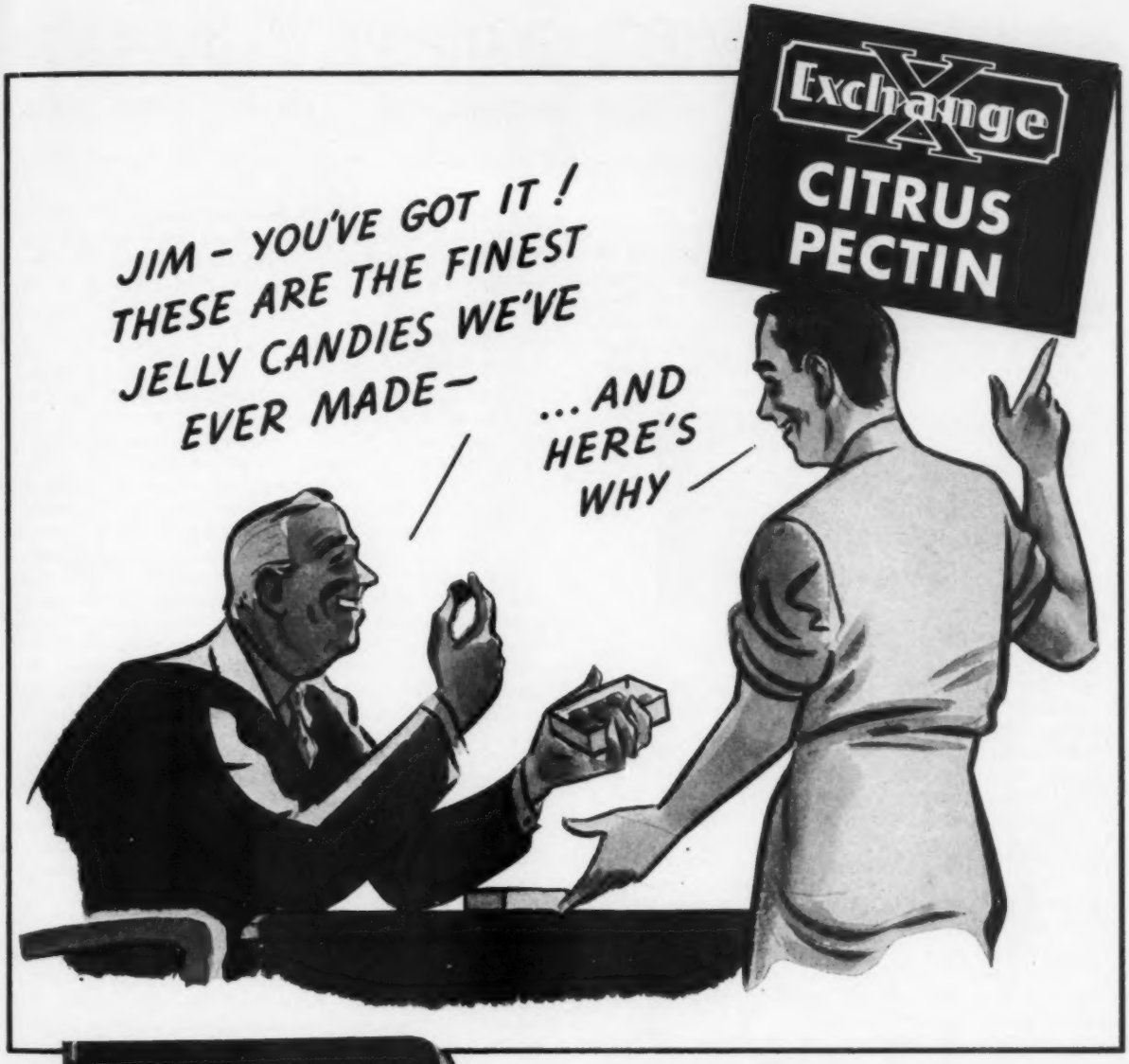
It is hoped that each month's topic can be covered completely in one column of the magazine. Where this is impossible, the topic will be completed in the next issue, or perhaps an entire page will be given over to it. In all cases the individual articles will be signed by the person or persons submitting the information, and these persons will be either members of a supply firm's engineering or sales staff, or a recognized candy expert. We look for most active response to this new feature and invite the Industry, herewith, to submit machinery or equipment problems which you would like answered. The more specific you can make that problem, the more satisfactory will be the answering of it by the experts. This series, exclusive with THE MANUFACTURING CONFECTIONER, is another demonstration of our endeavor to make this magazine a real service factor in the every-day life of America's candy producers, and not just "another trade paper."

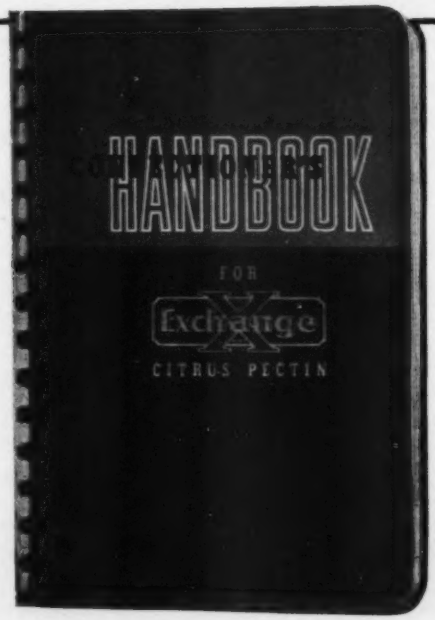
Raw Materials Situation

INFORMATION contained in a recent issue of *Poor's Surveys* indicate that prices of some basic confectionery raw materials may be higher this year than last. Initial sugar quotas for 1941, for instance, have been set at levels designed to maintain prices somewhat higher than those which prevailed last year. At 6.6 million short tons, raw value, the initial quota for 1941 is the lowest since 1936, and this is interpreted to mean that the Department of Agriculture believes prevailing prices in 1940 were too low to "maintain the sugar industry as a whole," and is seekng higher prices. Thus, the interest of the confectionery industry will be focussed, in the next few weeks after the lease-lend bill has been cleared, on the sugar legislation that will come before Congress. It is variously felt that the Sugar Act may be extended for another period, or the Act will be completely revised. Nothing definite has come out of Washington on this, but in either case, the principle of the quota system will be maintained. There seems to be a consensus on this latter point.

Since last August, cocoa prices have shown a firm undertone, despite the fact that many large consuming nations were eliminated by the war situation. In August prices declined to the lowest levels in many months. Firmness, if any, may be attributed to a number of factors, chief of which is the growing possibility of a shortage of "bottoms." Others are the increase in freight rates from Brazil, already announced, and from West Africa, expected; realization that leading manufacturers will take substantial amounts during the next few months, and reports from Brazil that the current crop will be lower than was expected.

(Turn to page 35, please)





You can recognize the quality difference every time in jelly candies made with Exchange Citrus Pectin—*and so can your customers.* It makes a world of difference in brilliant appearance, smoothness of texture and fine flavor – whether made cast or slab. That's why Exchange Citrus Pectin is preferred and everywhere recognized as the "Standard." And you are sure of a constant supply, because California oranges and lemons are harvested every week in the year.

Send today for your free copy of the Confectioner's Handbook, giving all latest Exchange Citrus Pectin formulas. Write now to Division 203.

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Branch Offices
189 W. Madison St., Chicago **99 Hudson St., New York**

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NEWS OF THE SUPPLY FIELD

EQUIPMENT · MATERIALS · MARKET INFORMATION · FIRMS · PERSONALS

J. W. Greer Company Adds to Sales Staff

As part of its expansion program under which considerable new machinery and equipment will be added to its line for confectionery factories, J. W. Greer Company, Cambridge, Mass., announced through its president, Fred W. Greer, the appointment of three new men

B. E. Gillette

H. C. Baum

to its sales staff. They are: B. E. C. Gillette; H. C. Baum; and C. B. Turner—all well known in the Industry and thoroughly acquainted with the problems of candy manufacturers. Eastern and Central Canada and New England will be covered by "Burr" Gillette, who has traveled through this territory for years. He will make his headquarters at the home office in Cambridge. Sales in New York and vicinity will be in charge of H. C. Baum, who enjoys a wide acquaintanceship by virtue of his many years of activity in this area. His office will be in the Grand Central terminal building in New York. Mr. Turner will have charge of the Far West territory, working out from his headquarters at Berkeley, Cal. Mr. Turner, too, has a wide acquaintance in the candy business and knowledge of its problems through years of activity in our Industry.

Since its inception 25 years ago, the Greer Company has had a steady growth and has become well known for its chocolate coaters, coolers, and other machinery for the candy plant. Under its expansion program, the

C. B. Turner

E. M. Johnson

company is adding to its line—depositors, cream casting machinery, and other candy production equipment. The company has doubled its engineering staff and has increased the number of employees in its plant so that over 120 persons are now regularly employed there. In addition to the three new representatives who have just been added to the sales staff, the company has been represented in the Middle West for some time by Edward M. Johnson, well-known candy consultant, of Chicago. Mr. Johnson, who has had wide experience in the production division of the candy business, will continue to represent the company in the Middle Western territory.

Air Conditioning Expert Dies

Harry Bentz, air conditioning and ventilating engineer, died at his home in Montclair, N. J., on January 24. He was 75 years old. Mr. Bentz will be remembered by the confectionery industry for his contributions to the cooling and air conditioning development work in candy plants. He was president of the Bentz Engineering Corporation which was founded in 1922 around the basic air conditioning and cooling tunnel patents issued to him. The advertising promotion on the various Bentz cooling and conditioning units for the candy plant was carried exclusively in THE MANUFACTURING CONFECTIONER. Included among these were the Bentz cooling tunnel, Bentz crystallizing unit, Bentz portable starch dry room, "Cold Bed" chocolate cooling and packing table, and the "Chillblast" air conditioning unit. In 1929, the Bentz Engineering Corporation went out of business, and the late Robert P. Rasmussen, who had been western manager for Bentz, organized the Economy Equipment Company in Chicago, today the largest firm dealing in specialized cooling and conditioning work for confectionery plants and bakeries, which controls some of the original Bentz patents.

James Eller, in charge of the Cincinnati office of Fritzschce Bros., Inc., manufacturers of essential oils and chemical preparations, New York, died at his home in Cincinnati, Ohio, Februaray 14. He joined the Fritzsche organization in May, 1925, working at the firm's Columbus, Ohio, office until April, 1939, when he was placed in charge of the newly-opened Cincinnati branch.

A. E. Staley Manufacturing Co., Decatur, Ill., has announced the appointment of William J. Kutsch as merchandise manager in charge of advertising.

International Selling Corporation has moved to a new location at 67 Broad Street, New York. The company is the selling agent for Coignet gelatine.

Paul A. Semrad, formerly head of the Semrad Chemical Co., Chicago, founded by his father, August Semrad, has disposed of his interest in the company and has joined the Hobart J. Thurber Company, supply brokers in the Chicago area.

Seydel Chemical Co., Jersey City, N. J., has issued a little booklet in which is compiled a resume of Federal and State laws bearing on the use of benzoate of soda in food products.

Improved Steam Gun Aids Industrial Cleaning

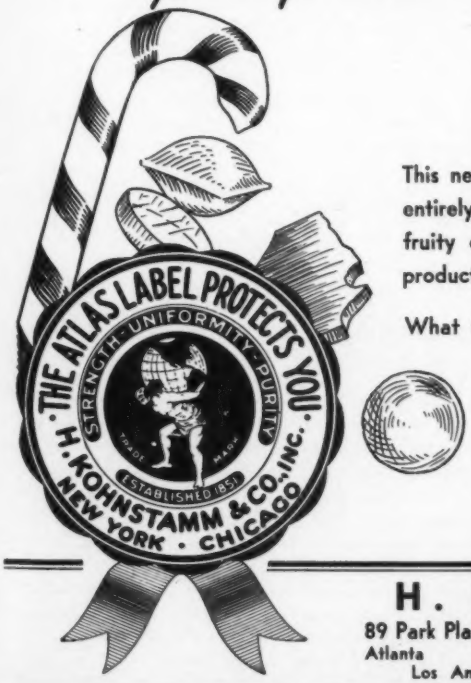
An improved type steam gun designed for effectively handling a wide range of cleaning work in confectionery plants, has been developed by Oakite Products, Inc., New York, manufacturers of cleaning and germicidal materials. The distinguishing features of this unit make it possible to bring to each cleaning job the triple advantages of effective detergent action that increases cleaning efficiency, properly applied heat, and finally, mechanical force. The combination effects speedy and thorough removal of heavy accumulations of chocolate, oil or other ingredients, and such other deposits as dirt, grease and grime. It is reported to provide a marked saving in time and effort, especially in cleaning "hard-to-reach" points and in such spots where cleaning had to be performed manually heretofore. The gun is light in weight and most important, it will lift the cleaning solution to a height of 12 feet without need of motors, pumps, injectors, gravity feed tanks or other auxiliary equipment. All that is required to operate the gun is a steam supply of 30 lb. or more pressure, hoses, and an open container for the cleaning solution.

American Treacle Now Available

Treacle, an ancient and highly-prized product which has not been made in America for nearly a century, is now available, according to an announcement just received from the American Molasses Co., New York. Originally, treacle was made when sugar was refined by the claying process. However, today no sugar is so refined and a new method of producing treacle had to be found. Results including those obtained from candy making and baking tests are said to show that the new process produces the English-style treacle having exceptionally dark color, heavy body and rich flavor, and complete freedom from bitterness. The manufacturer is marketing this new product in 650 and 125 lb. drums. Instructions for incorporating treacle in candy formulae may be obtained from the company.

A new catalog titled "Water Conservation Equipment" just issued by the Water Cooling Corp., New York, N. Y., describes the company's line of mechanical draft towers, atmospheric cooling towers, spray nozzle cooling systems, and roof cooling systems.

Now—imitation hard candy flavors—with a fruity character at a cost you can afford



EKON

This new hard candy flavor . . . E K O N . . . is manufactured by an entirely new process. No degree of heat can boil out or lessen its fruity character. Even in the finished package, EKON protects your product, because it is stable and pronounced in flavor.

What flavor do you need? Send in your order today . . . and start profiting with EKON.

90 Years of Color and Flavor Experience.

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CITRIC ACID
TARTARIC ACID
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SODIUM CITRATE

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THE STANDARD
SPEAS
CONFECTO-JEL
A Complete Pectin Product for Making Jellied Candies
READY to *Use*
NOTHING to *Add*
SPEAS MFG. CO. KANSAS CITY MO

CONFECTIONERS' BRIEFS

John Ryan Heads Shotwell Candy Sales

John P. Ryan, formerly salesmanager of Newton Products Co., Cincinnati, Ohio, and more recently in the sales division of National Candy Co., St. Louis, Mo., has been named sales manager of the candy division of the Shotwell Manufacturing Co., Chicago, according to an announcement by A. H. Shotwell, president of the firm. This appointment is in line with reorganization of the company's production and merchandising policies whereby the candy line will be expanded to include bar goods, which had been discounted a few years ago. An extensive line of package goods and penny items will also be added. The reorganization does not affect the company's marshmallow division, headed by W. J. Simms. Candy lines will be merchandised through the syndicate trade, but considerable attention will also be given to distribution through brokers and jobbers.

Candy Corporation of America recently filed a petition for an arrangement under the Federal Bankruptcy Act. Assets of $248,400 and liabilities of $84,607 were listed. The company manufactures a general line of candies and several five cent lines.

Empire State Candy Club will hold its annual election of officers at a dinner meeting to be held at the Onandaga hotel, Syracuse, N. Y., March 28, according to an announcement by R. A. Williams, Syracuse, secretary of the club.

New England Candy Men Prepare for Defense Work

B. C. Edmands, president of the New England Manufacturing Confectioners Association, recently appointed a committee whose work, should the need for it arise, will be that of coordinating with the country's defense work. Members of the association's board of directors will function on this committee when, as and if the candy industry is called upon for assistance in defense work. The members on this committee include: Mr. Edmands, H. D. Foss Co.; R. D. Muzzy, Daggett Chocolate Co.; Gordon A. Petremont, Gobelin Company; H. G. Gerrish, Squirrel Brand Co.; J. M. Gleason, W. F. Schrafft & Sons Co., and James O. Welch, James O. Welch Company.

"Ask the Experts" Feature at A.R.C.

An "Information, Please" type of feature will be among the interesting and instructive phases of the program which the Associated Retail Confectioners of the U. S. will present at the 25th Annual Convention of the group to be held in Chicago, Morrison Hotel, June 1 to 4, 1941. This feature, called "Ask The Experts," will afford the audience an opportunity to ask questions about production, store and windows arrangement and display, and advertising, merchandising and packaging, and these questions will be answered by persons chosen because of their knowledge in these various phases. James King of the Nulomoline Company, will answer the technical questions. Mrs. Margaret Gilbert Anderson of the Maud

Muller Candy Co., Dayton, Ohio, will be the expert on window and store arrangement and display; and George Frederick, Busy Bee Candy Co., St. Louis, and Herbert Dimling, Dimling's, Pittsburgh, Pa., will discuss the questions relative to advertising packaging and merchandising. Anderson Pace of the A.R.C. will act as moderator. Besides the "Ask The Experts" feature, other events on the four-day program will include the House of Friendship luncheons, the Bugle Call breakfasts, the Candy Clinic, the instructive playlet, "A Day in a Candy Store," wherein the right and wrong ways of doing things in a candy store will be acted out by persons from candy shops, and the presentation and criticism of eight dioramas of window displays.

Philadelphia Retailers Re-Elect Young

Retail Confectioners Association of Philadelphia re-elected John A. Young president of the association for another term. Also re-elected were Thomas A. Mealy, Fralinger's, Atlantic City, N. J., first vice president; Henry J. Glasser, Dairy Maid Confectionery Co., second vice president; Harry L. Young, treasurer; and Emanuel Linder, financial secretary. Joseph B. Kurtz is corresponding secretary. Directors include: Frederick Heckman, Southern Sweet Shop, Atlantic City; Charles W. Horton, Norristown, Pa., and Carl Winchester, Higgins', Atlantic City.

George P. Frederick is now associated with Busy Bee Candy Co., St. Louis, Mo., as sales and merchandising manager. He spent several months with Steven Candy Kitchens, Chicago, recently, following his resignation from the Herz Candy Co., St. Louis.

Claude Price, formerly superintendent at Queen Anne Candy Co., Hammond, Ind., is now with the Egg Albumen division of Swift and Company, Chicago, where he is serving as sales and technical consultant.

Eleven new members were initiated into membership in the New York Candy Club at its regular meeting on Feb. 20, at the Park Central hotel, according to Harold Koenisgberg, secretary of the club. The Club is surveying economic conditions in the New York area with a view of finding answers for the problems which recent economic changes have made for confectionery salesmen.

Sanford Ironsides, superintendent of Fanny Farmer Candy Company's Brooklyn plant, died February 23. He had been associated with the company for many years, having started his career with Fanny Farmer at the company's Rochester, N. Y., plant.

E. Wendel Brooks, recently appointed manager of retail stores for DeMets, Inc., Chicago, has opened his own business, called Brooks' Candies, Inc., at 6731 South Western avenue, Chicago. New equipment has been purchased to augment that acquired by the company from the defunct Beall Candy Company.

Mars, Inc., Chicago, introduced a new radio program over 26 stations of the National Broadcasting system on March 2. It is called "What's Your Idea?"

COFFEE FLAVORING ALWAYS FRESH

Here, at last, is a pure coffee—BARRINGTON HALL Instantly Soluble COFFEE—adaptable for flavoring any products where pure coffee flavor is desired. The undesirable elements that stale coffee, which in turn, stale the products they enter into, have been removed. Write for full particulars.

BAKER IMPORTING CO.

NEW YORK 132 FRONT STREET · CHICAGO 2326 S. MICHIGAN AVE. · MINNEAPOLIS 212 N. SECOND ST.

BARRINGTON HALL QUALITY Coffee 100% pure

PERFORMANCE!

In Belting, it's performance that counts. BURRELL builds PERFORMANCE into its

9 BURRELL Stars:

★ CRACK-LESS Glazed Enrober Belting
★ THIN-TEX CRACK-LESS Belting
★ White Glazed Enrober Belting (Double texture; Single-texture; No. 300)
★ Feed Table Belts (Endless)
★ Cold Table Belts (Endless)
★ Caramel Cutter Belts
★ Caramel Cutter Boards
★ Batch Roller Belts (Patented)
★ Innerwoven Conveyor Belting

Proven ability to "take it" has placed BURRELL Belting in practically all Confectionery Plants. Why not yours?

"BUY PERFORMANCE"

BURRELL BELTING COMPANY

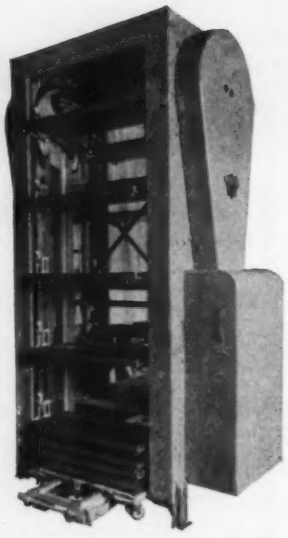
413 S. Hermitage Ave., Chicago, Ill.
55 West 42nd St., New York, N. Y.

SPEEDS PRODUCTION

No more hand-stacking of starch trays! This AUTOMATIC STACKER will operate as fast as the mogul and automatically times itself to the speed of the mogul. By actual test, will handle more trays per day than is possible by manual stacking.

Savings!

Makes absolutely plumb stacks as quickly as trays come off the mogul. Reduces cost of operation, effects savings in labor. Gear-timed to expel pre-determined number of trays. Adaptable for lift-truck or dolly conveying systems.



AUTOMATIC STARCH TRAY STACKER

Already giving satisfaction in some of the largest plants in the Industry. Can be installed in two to three hours, without interrupting production. If you operate moguls, you can't afford to be without this time-, effort-, and money-saving machine.

Write for Descriptive Folder

CURRIE MANUFACTURING CO.

CHICAGO **1837 W. Grand Ave.** **ILLINOIS**

STEAM JACKETED COOKING KETTLES CLEANED FASTER

Having trouble removing stubborn deposits of sugar, oil or other ingredients from steam jacketed cooking kettles? Then put a vigorous, fast-working Oakite cleaning material to work . . . and see how it thoroughly removes tenacious deposits more easily and quickly! Yes, as so many plants will tell you, Oakite cleaning is a money-saving aid in maintaining required sanitary standards. Details on request. Write today.

OAKITE PRODUCTS, INC., 36 C Thames St., New York, N. Y.

Representatives in All Principal Cities of the U.S. and Canada

OAKITE *Certified* **CLEANING**

5 *counts* PLUS

1 COLOR 2 SMOOTHNESS
3 FLAVOR 4 UNIFORMITY
5 WORKABILITY + PLUS

HOOTON'S

chocolate coatings

HOOTON CHOCOLATE COMPANY
NEWARK, N. J. EST. 1897

Federal Court in Brooklyn, N. Y., has signed an order requiring Louis J. Castellano, trustee for the Novia Candy Co., Brooklyn, to file a plan of reorganization by March 14. The company in January filed a petition under Chapter 10 of the National Bankruptcy Act, seeking to effect an arrangement with creditors and a reorganization of the corporate structure of the company.

Annual Convention of the Western Confectioners Association will be held at Del Monte, Cal., April 18 to 20, according to an announcement made recently by T. A. White, Sierra Candy Co., president of the association.

Community Manufacturing Co., Sullivan, Ill., makers of the famous Lucy Ellen line of candies, announces change of its name to Community Co-operative Industries. In the announcement sent out by L. L. Harshman, the explanation is made that the change is made so that the company's name will more perfectly represent the nature of the organization. The name of the company's candy division remains Lucy Ellen Candies.

New Chocolate Decorator Announced

A new mechanical decorator for putting "strings" on machine-coated chocolates has just been announced. Selling for about one-third the cost of previous machines used for this purpose, the new decorator combines simplicity of construction with flexibility of operation to give it utmost utility in decorating all type of machine-

coated chocolates, bars, etc. A variety of decorative designs is possible merely by changing the decorator belt, which can be accomplished in about five minutes. Principal advantages of this machine is that it will do its work effectively even where goods to be decorated is not uniform in size or height.. Several of these machines have been installed in factories in the Chicago area. They are easily attached to any type of coating machine, Speed may be regulated to the speed of the coating machine, and the interior of the decorating unit is kept at pre-determined temperature to conform to the temperature of the coating chocolate.

CANDY CLINIC—

For lack of space these items were omitted from our February Clinic report. They are brought this month in the knowledge that the manufacturers of these candies will be served by the analyses—*Editor.*

CODE 2V41
Chocolate Coated Caramels
1 lb.—27c

(Purchased in a retail candy shop, New York, N. Y.)

Appearance of Package: Good.

Box: One layer type, white printed in red, green paper wrapper, tied with green cord.

Appearance of Box on Opening: Good.

Coating: Dark.

Color: Good.

Gloss: Good.

Strings: Machine.

Taste: Fair.

Center:

Colors: Good.

Texture: Too chewey.

Vanilla Nut Caramel: Fair.

Chocolate Nut Caramel: Had a burnt taste.

Remarks: We cannot expect too much of this priced candy. Quality was only fair.

CODE 2X41
Assorted Chews & Caramels
1 lb.—60c

(Purchased in a retail candy shop, New York, N. Y.)

Sold in Bulk. Regular stock box, all pieces wrapped in cellulose.

Contents:

Vanilla and Vanilla Nut Caramels:
Color: Good.
Texture: Good.
Taste: Good.

Vanilla Nut Chew:
Color: Good.
Texture: Good.
Taste: Good.

Licorice Caramels:
Color: Good.
Texture: Good.
Taste: Good.

Chocolate Nut Caramels:
Color: Good.
Texture: Good.
Taste: Good.

Remarks: Chews and caramels are of the best quality, well made and good eating. Some of the best that we have examined at this price.

CODE 2Y41
Three Layer Caramels—1 lb.—39c

(Purchased in a retail candy shop, New York, N. Y.)

Sold in Bulk.

Piece is a slice of nut caramel, a layer of nougat and a layer of caramel, dipped half.

Coating: Dark: Good.

Caramel:

Texture: Good.

Taste: Good.

Nougat:

Texture: Good.

Taste: Good.

Remarks: A very good eating piece, well made and of good quality.

CODE 2Z41
Chocolate Cream Crunch
1 lb.—21c

(Purchased in a retail candy shop, New York, N. Y.)

Sold in Bulk. Folding box used. Crunch is in all size pieces, broken up like a taffy.

Coating: Light: good for this priced candy.

Center: Nut Crunch.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best crunch that the Clinic has examined at this price. Crunch is well made, good eating and cheaply priced at 21c the pound.

DOUGLAS Special MOULDING STARCH

CONFECTIONERS C STARCH Thin BOILING

PENFORD CORN Syrup

Crystalized Gums in Patriotic Colors have timely sales appeal!

ASSORTMENTS of individual pieces in cherry red, crystal white and peacock blue crystalized gums can be profitably and easily made by using Confectioners (Thin Boiling) C Starch, Penford Corn Syrup and casting in Douglas Special Moulding Starch.

Tips on – Moulding Starch Conditions

The Moulding Starch at the time of depositing the gum or jelly work should have a minimum temperature of 100° F. It should be dry with a moisture content of not over 6½% or 7%, clean, and free from foreign material. Cold, unclean starch containing foreign material and heavily saturated with moisture at time of depositing will not produce high quality goods.

Unclean starch and foreign material will show on the surface of the finished work. Moulding Starch too high in moisture cannot absorb the correct amount of moisture from the goods.

Write for our Crystalized Gums Formula — Free!

P&F PENICK & FORD LTD. INC.
420 LEXINGTON AVENUE • NEW YORK
Factory... CEDAR RAPIDS, IOWA

Add These to Your Library on Candy Information

REPRINTS are available of the article appearing in THE MANUFACTURING CONFECTIONER. Many of these are obtainable in booklet form.

They compose a large portion of the current literature of the industry. Many manufacturers find them suitable to accompany sales messages and also to add to their library of information on the candy and chocolate industries.

Copies of the following are now available:

"IMPROVED METHODS IN THE MANUFACTURE OF FONDANT FOODS," by H. S. Payne and J. Hamilton, Carbohydrate Laboratory, Bureau of Chemistry, U. S. Dept. of Agriculture.—20 each.

"THE PURPOSE OF CONCHING CHOCOLATE," by Robert Whymper and Charles Shillaber.—20c.

"THE MANUFACTURE OF MARSHMALLOWS," by George J. Shaler.—25c.

"FAT OR LEAN COATINGS?" by Robert Whymper —10c.

"CANDY MAKER'S PLACE IN MANUFACTURING FOR RETAIL," by George A. Eddington.—10c.

"QUALITY CARAMELS ON A VOLUME PRODUCTION BASIS," by Talbot Clendening.—10c each.

Send for your copies now!

The Manufacturing Confectioner

400 W. Madison Street **Chicago, Ill.**

CONFECTIONERY BROKERS

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Territory: Michigan

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Territory: Texas, New Mexico and Arizona

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1238 N.W. GLISAN ST., PORTLAND, ORE.
Territory: Calif., Ore., Wash., Ariz., W. Nev., N. Idaho & Hawaiian Islands

January Sales 8% Better Than 1940

Sales of confectionery and competitive chocolate products were 8% greater in January 1941, than during the same month in 1940, it was revealed by Vergil D. Reed, acting director of the Bureau of Census. The usual seasonal decrease in sales between December and January was reported as 16% this year. Each of the three groups of manufacturers recorded a substantial increase over January 1940, manufacturer-retailers making the best showing with an increase of 11 percent. Gains in sales of confectionery were led by manufacturers located in the Eastern part of the country, where results of the "defense boom" are being felt earlier than anywhere else. Average value per pound for all types of goods remain approximately the same, January 1941 showing an increase of two-tenths cent (15.8c) compared with the same month in 1940. Average value of products decreased almost a cent a pound from December 1940.

Chocolate Hearings Recessed to March 31

The Food Standards Committee of the Food and Drug Administration called a recess until March 31 of the hearings on standards for chocolate products.

Arthur Sweet has been named president of Sweet Candy Co., Salt Lake City, Utah, according to an announcement made recently by Leon Sweet, chairman of the board. W. W. Cassidy has been named vice president.

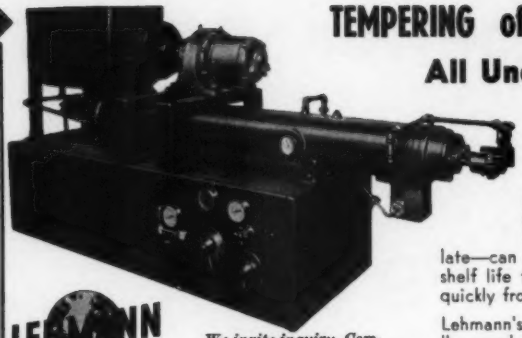
Walter M. Eller of the Philadelphia branch of Fritzsche Brothers, Inc., New York, will assume the duties of his later father, James R. Eller, as manager of the company's office in Cincinnati, Ohio, effective immediately.

Michigan Honey Group Incorporates in Detroit

Announcement was made in Detroit recently of the incorporation of the Michigan Honey Association, Inc., to engage in the specialty packaging of honey and other food products. Officers of the corporation are the following: George R. True, of Grosse Point Farms, is president; Harry Whang is treasurer; Charles A. Meyer is secretary; and Roscoe C. Springsteon is assistant secretary. These men are all from Detroit. Vice president and general manager is M. S. Zia, who for 10 years has been in the quality food and beverage business in Michigan, particularly as representative for domestic and foreign food concerns. The corporation will cooperate with the Michigan Beekeepers Association, the American Honey Institute, Madison, Wis., as well as other honey producers and packers' associations in various parts of the U. S., Canada, Central and South America and other foreign countries.

Cherry Growers To Raise Ad Fund

A $25,000 cherry advertising fund is expected to be raised in Michigan as a result of action taken in Grand Rapids by the directors of the Michigan Association of Cherry Producers and the advisory council of the Michigan Canners Association. The two groups decided to ask all cherry growers in the state to contribute $1 a ton to the fund.



TEMPERING of CHOCOLATE — POSITIVE and AUTOMATIC

All Uncertainty Removed . . . .

That is the function of the newly developed

LEHMANN THERMAL EQUALIZER

It tempers chocolate up or down to a desired degree—tempers chocolate gradually without detriment to viscosity—equalizes a given temperature throughout the mass—gives positive supply of properly tempered chocolate—can easily be added to any moulding or enrober unit—gives gloss and added shelf life to finished goods—saves scrap, labor and floor space—can be changed quickly from milk to plain chocolate.

Lehmann's THERMAL EQUALIZERS have capacities ranging from 500 to 4,000 lbs. per hour. Their size permits installation at any point where tempered chocolate is required.

LEHMANN

We invite inquiry. Complete details will be sent upon request.

The Standard for Quality in Machinery Since 1834

J. M. LEHMANN COMPANY, Inc. 250 WEST BROADWAY, NEW YORK, N. Y. FACTORY: LYNDHURST, N. J.

EDITORIAL—

(*Continued from page* 26)

All ships carrying cocoa arrived safely since the start of the war in September 1939, but it is feared that future shipments may not arrive as expected. Furthermore, contracts with British and French export companies have "war clauses" which permit the sellers to void any contract if shipment of cocoa is prevented or delayed by the war.

Brazil produces about 25% of the world's cocoa supply, but even if the U. S. should purchase the entire crop, the total obtained would still be insufficient to supply domestic needs at the present rate of consumption. Further difficulties in obtaining Brazilian cocoa may be expected from the development whereby all U. S. buyers must submit bids to the Bahia Cocoa Institute, controlled by the Brazilian government, rather than to private exporters. These bids are then re-distributed among the exporters in volume based on normal amount of business done. The purpose of this control is said to be the establishment of minimum prices.

Manufacturers are urged to check closely with their usual sources of supply for these commodities during the next months in order to keep up-to-date on developments. The facts here generalized merely indicate some of the factors which may affect prices; your regular source of supply, however, has the day-by-day picture and can advise you best.

Dr. Vergil D. Reed has been made acting director of the U. S. Census Bureau, following the retirement of William L. Austin as director.

SUGAR SYRUPS—

(*Continued from page* 18)

and syrups containing mixtures of dextrose and sucrose; therefore, the foregoing data have been recorded as a matter of information. These data will be of interest since they present a practical comparison between the disaccharides as represented by sucrose (beet or cane sugar) and the monosaccharides as represented by dextrose. As a direct application, we may consider any popular confection type in which granulated sugar has been used in the one case and mixtures of granulated sugar and dextrose in the other. On an equal weight basis, differences in refractive indices will be observed. In the case of a confection batch that is being cooked under standard conditions and to a definite refractive index, such differences must be recognized in determining true solids content.

Bill Sets Up Quota on Peanuts

Setting up of a marketing quota system for peanuts is the aim of legislation recently introduced in both houses of Congress and expected to be passed in time to affect the 1941 peanut crop. The measure is sponsored by Representative Stephen Pace in the House and Senator Bankhead in the Senate. It calls for a national market quota based on the average peanut harvest over the five years preceding that in which the quota is proclaimed. For 1941 crop, a quota limiting the quantity of peanuts to an amount sufficient to provide a national acreage of not more than 1,610,000 acres, would be established. Farmer referenda and penalties for violation are proposed similar to those for other agricultural products under the quota system.

Eliminate Bottomer Troubles

WITH THE

GREER REFRIGERATED COLD SLAB

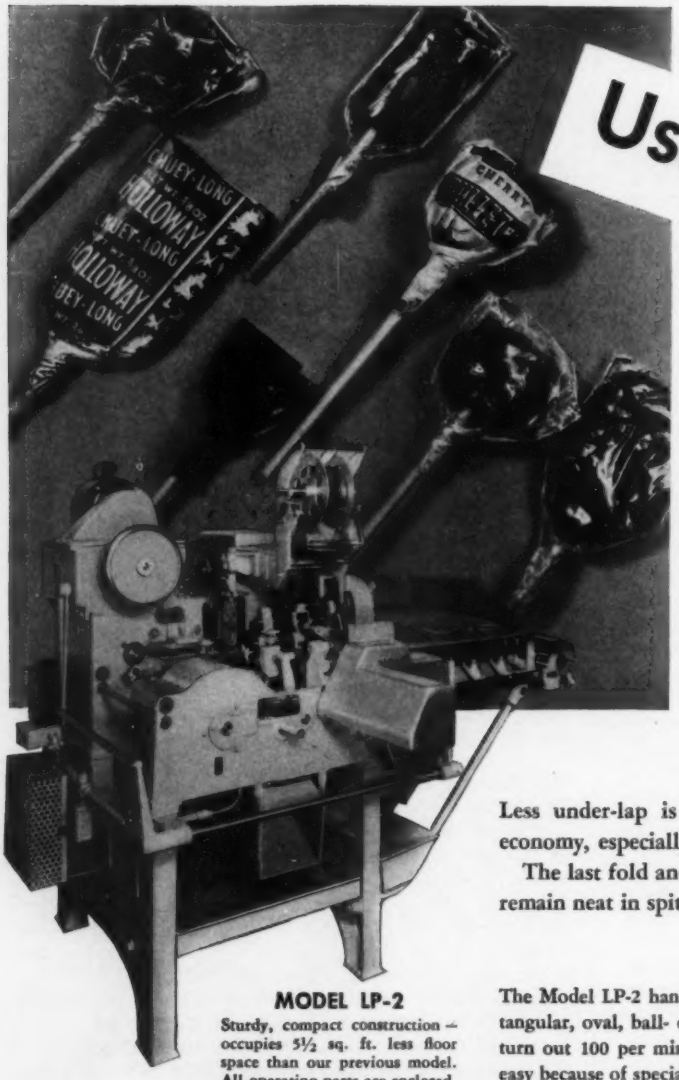
Can Be Installed in Place of Your Old Slab

No Water Used — Cold at All Times — Automatic Temperature Control

OPERATED BY A SELF CONTAINED FREON COMPRESSOR

J. W. GREER CO. **119 Windsor St., Cambridge, Mass.**

A neater, firmer, better wrap...



Using LESS material

The very first day you start using this machine, you will begin to save on wrapping material costs. In many cases, the savings amount to 15 to 20%. At the same time, the Model LP-2 makes a neater, more attractive wrap, due to its new, improved wrapping process . . . The carrier chain grips the pop firmly *by the head,* clamping the wrapper to the pop and holding it in position until folding and twisting are completed. This assures uniform folds, because the wrapper cannot shift or slip. Less under-lap is needed, thereby saving material — a substantial economy, especially if you use transparent cellulose.

The last fold and twist are *sealed by heat* so that the wrapping will remain neat in spite of handling.

MODEL LP-2

Sturdy, compact construction — occupies 5½ sq. ft. less floor space than our previous model. All operating parts are enclosed, protected from sugar dust, syrup, etc. Driven by a standard ½ H.P. motor with a clutch drive to prevent breakage of machine parts.

Extremely Versatile

The Model LP-2 handles a wide range of sizes and shapes — wraps round, rectangular, oval, ball- or pear-shaped pops. Fast — requires only one operator to turn out 100 per minute. Feeding of pops into machine at maximum speed is easy because of specially designed feed chains, into which pops can be slid without danger of their dropping through. The infeed conveyor is made of rust-proof material and can be washed. Improved discharge system — pops are not flung out of the machine by the twister head, but are gently ejected into a chute which slides them outside of the machine into a tray or basket.

In fact, in every way, the LP-2 offers really striking improvements over former pop wrapping machines. Learn more about it. Consult our nearest office.

See our Exhibit at the

11th PACKAGING EXPOSITION

Booth 406

Hotel Stevens, Chicago, April 1-4

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PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

CANDY PACKAGING
DEVOTED TO BETTER PACKAGING AND MERCHANDISING METHODS

FACTORS WHICH INFLUENCE MECHANIZED PACKAGING

By CARL L. LAMBELET*

President, New Jersey Machine Corp.
President, Packaging Institute.

WITHIN the last few weeks my company has had two propositions to supply equipment for two different packages which at the present time are being handled manually. In both of these cases, production warrants equipment but the type of work which the machine would be called upon to do is of such a nature that in one case I know of no machine which could handle the job even in an unsatisfactory way, and, in the other case I know of but two types of machines which could do the work, but in either case, as the packages came off the machine they would have to be rehandled manually in order to correct the defects which, due to the design of the package, would necessarily occur.

In designing a package, even though you contemplate handling it manually, keep in mind that at some future time it might become so successful that it will warrant you to handle it mechanically. If for instance, your package would be a glass container, don't just choose a certain design because it strikes your fancy and is outstanding, but contact your glass supplier and call to his attention that possibly at a later date this package is to be handled mechanically and learn whether its design will lend iself to such handling. As an example, the throat or neck of a bottle might be such that, while no difficulty would be encountered in filling it by hand, if this same bottle were put onto an automatic filler, the size of the opening, the length of the neck, in fact its very shape might prevent you from getting the full productivity of the automatic filled. It might be too top heavy to convey readily, its contour might cause it to 'climb' or 'lock' on the conveyor chains or its shape might not lend itself to accurate registry in labeling.

The closure might be of a beautiful, odd design but when you try to handle this closure on an automatic or even a semi-automatic capper, this design might be such that the chuck of the capping machine might have difficulty in holding it securely during the operation, or the skirt might be so thin that undue cracking might occur or the length of the closure might be such that when you take the inequalities of manufacture of the glass ware into account, it might sit down on the shoulder of the bottle and not give a tight fit at the mouth.

Again, you might be attaching your label to a warped surface by hand and while a job can be done by rubbing out the wrinkles with a folder, still when you try to apply this same label onto this surface mechanically, unsightly wrinkles and blisters will occur necessitating additional manual labor to finsh a job for which mechanical means were installed. Therefore, when you choose the design of a package, choose it with a view that some day you might wish to handle it mechanically. Take this question up with your suppliers for advice, which later might be very helpful and beneficial.

Provided that the design of your package is such that it can be handled practically by machinery and your production is such that mechanization is warranted, a study of the component parts of your package should then be made.

When all is said and done, machinery is still machinery and while its functioning is almost human at times, still there are certain human attributes which we cannot build into it, of which, possibly, a most important one would be the faculty or ability to compensate for continually varying conditions.

The bottle which you are using might vary an 1/8" in width. This does not mean anything to the hand operator, but can cause certain very definite troubles in equipment. In cutting your labels, they might vary an 1/8" in dimensions and still your hand operator will center them on the bottle and make a perfectly acceptable package, whereas in a machine operation the location of the labels will vary or even "skew" with the resultant unsatisfactory appearance.

Accuracy of Materials Important Factor

What I am leading up to is that when you change from manual to mechanical operation you should not lose sight of the fact that in order to get the full benefit in productivity and the consequenet savings, you have to cater to the equipment and give it accurate material to handle. While the machinery manufacturer realizes that he cannot count on receiving perfect material to

* *Address made before the 8th Annual "5 and 10" Packaging Conference, Hotel Astor, New York, March 14, 1941.*

handle and while he can compensate for a certain amount of inequalities in materials and still have his machine produce acceptable packages, yet his limitation is much greater than that of manual fabrication.

Every packaging machinery manufacturer has been up against this problem and it is not always easy to convince the prospective user of equipment that greater care must be taken in the materials when handled mechanically instead of manually. However, it has been our experience that it is all a question of educating your suppliers and your employees and when this fact has once been drilled into them, you experience no greater difficulty in supplying acceptable material to your machine than non-acceptable.

Years ago we had an experience with a certain box manufacturer who bought a number of machines from us. Frankly, his production was not what it should have been nor was the quality of work which the machines delivered. This was traced to his department that prepared the material for the machines. It took us practically three years before we had the "powers that be" in this company properly convinced. I am glad to state, however, they were honest enough to tell us later that if they had listened to our advice originally that they would have saved many thousands of dollars. Today their personnel has been trained and educated to the fact that material must be accurately prepared for machine operation in order to get the advantage which such operation should and does give them.

When contemplating the mechanization of an operation which previously has been done manually and when you contact the machinery builder, allow him to criticize frankly the materials that you are using. While your first reaction might be that any changes he might suggest are for his own benefit, just stop to consider that he is trying to eliminate "headaches" which he can foresee in your package and further that your headaches are his headaches. What he is trying to do is to eliminate them for you and make his equipment a profitable investment for you. He is wide awake and far seeing enough to realize that the first sale of equipment to you might possibly be the beginning of but a further friendly, and for both sides, advantageous business relationship.

Even if suggestions which are made might cause you to spend more for your material, in the vast majority of cases, the benefit which you will derive from mechanization will more than offset this and still give you an added profit.

Consult Machinery Man on Package Design

What I have referred to above should also hold once you have equipment in your plant, for when you are contemplating putting a new package on the market, it is well to take up its design with the various manufacturers of the equipment which you have, in order to see whether this new design can be properly handled.

We have certain nationally known customers who are continuously doing this with our engineering department. The result has been that suggestions which we have made have allowed for efficient handling of the package on installed equipment without materially changing the appearance of the package from its original conception but which, in its original state, showed definite evidence of possible difficulties to be encountered.

Regard the builder of your equipment as your engineering department and you will find him happy and willing to cooperate with you as he realizes that it is to your advantage and to his advantage to have the equipment in operation in your plant giving the highest possible satisfaction.

Another question which is difficult to decide is whether semiautomatic or fully automatic equipment should be installed. It has been our experience that the company which is changing from hand to machine manufacture is too prone to lean towards fully automatic equipment without a careful enough study. Time and again when we have been approached to supply fully automatic equipment, after having made a study of the prospect's requirements, we have recommended and installed semi-automatic equipment. Now for me to tell you just when to use semi-automatic or fully automatic, is practically an impossibility as the conditions in each plant vary so that this should be determined rather by a study of the individual case than by some hard and fast rule.

Many plants which at times or during certain portions of the year, could use fully automatic equipment, have found it more economical and wiser to have semi-automatic equipment in conjunction with conveying means. At such times they so set-up their semi-automatics in conjunction with the conveying means to form what might be called a semi-automatic automatic line. Such an arrangement has many possibilities, is elastic and can be changed to serve varying conditions as they arise. In these cases, skids can profitably be installed in the form of channels or I-beams under the machines so that they can be readily moved by means of lift trucks and placed where desired.

Management Important in Equipment Efficiency

Management plays a very important part in the efficient operation of equipment. Methods that you are probably using efficiently with reference to routing or handling the product for manual packaging, might be the most uneconomical as far as machine operation is concerned. Let me illustrate that by an actual occurrance which we had two or three years ago.

We installed equipment in a certain plant which had been operating efficiently, manually, and under the conditions advised that their production should be 40 units per minute. The machine was in the customer's plant about a week or ten days when we received word that since they could only get 26 units per minute, the equipment was rejected and we should call for it. Naturally, this was not much to our taste, particularly as we knew that the figure of 40 units per minute was a very conservative one and consequently we sent one of our personnel over to this customer's plant to make a time study.

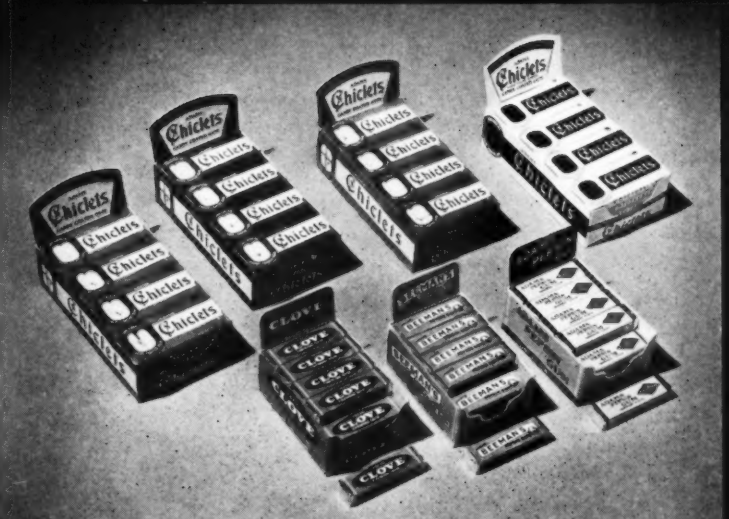
As a rule, such a time study will take the best portion of a day. However, in a comparatively short time he was back at the factory and as I happened to notice him pass my office, I called him in and asked him how it happened he was back so early. He mentioned that the lag in production from the machine was entirely due to management and was of such a definite nature that it became evident after a mere two hour study.

To make a long story short, his report was written up, recommendations made and in this instance, I am happy to say, the manufacturer was broad-minded and progressive enough to change his former method to our suggested one with the result that in two weeks' time we received payment for the equipment and a very nice note to the effect that we did not know anything about the capabilities of our machine, as he was getting 56

Sylvania® Cellophane

SINCE 1929

PRESERVES YOUR PRODUCT



SYLVANIA cellophane keeps chewing gum fresh and clean. It allows it to be seen without being touched. It protects it against dryness and moisture. In fact, SYLVANIA cellophane may be said to protect the products of all America.

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units per minute. Since that time, we have put in many thousands of dollars worth of equipment in his plant and our two companies have become very friendly.

I just wish to give this illustration to point out that when you purchase equipment, the equipment not only lives with you but you should live with it. The installation of a conveyor belt will very often repay many times the discarding of trays or racks which you formerly used. In catering, and I use the word advisedly, to machines, don't be afraid to spend money wisely as it will bring returns to you time and again.

Production Area
Affects Mechanization

Take another factor which will enter into the purchase of equipment. For instance, you might have a certain area in which you are manufacturing. Your article is successful and in order to have enough production, you must hire more hands. Your floor space does not allow you to do so. However, by proper choice of mechanization, even if only operating part time, the question of seeking new quarters, thereby increasing one of your fixed charges, the cost of moving with its inherent effect on production, possible loss of old and trained employees, can be eliminated. There need not necessarily be an increase in the number of your employees, thereby keeping your social security and unemployment payments down and further, not the least important, your supervision of your employees does not become a more difficult task due to the fact that their number has not increased and you have less possibility of increasing the proportion of trouble makers in your employ. This should all offset the possible necessity of employing a mechanic to take care of the equipment.

On the question of mechanical supervision, don't forget that the machine which is working in your plant requires a certain amount of attention, of oil and grease, of cleaning and general care the same as your automobile. Too often we have found that while a man will take most excellent care of his automobile, he forgets all about the little old machine which is working 8 hours a day in his plant and is earning for him that money with which his automobile was bought.

Care of Machinery
Affects Efficiency

Whether mechanizing requires the addition of a mechanic to your force most naturally depends on the quantity and complexity of the equipment installed. As a general rule when first changing from manual to mechanical operation this should not be necessary as in most instances there would not be enough to do to keep a mechanic busy and your foreman should be able to take care of the equipment. One of the floor boys who is mechanically bent can take over the general care of the equipment and this same boy should also be instructed in the adjustments and change over of the machine so as not to be dependent on just one person. Minor adjustments can be left to the operator and I have seen many a girl attendant handle a machine as well as a so called mechanic.

However, bear in mind that the full benefit of machine production will not be acquired in the first day or week, yes even months, so don't become discouraged, as it requires time to become intimately familiar with new equipment if you never have had machines.

Even, we, who build machines, and are familiar with them do not get the full results and advantages of a new lathe or miller or other machine tool till having had it in service some times for months—why? Because we are not always familiar with all its possibilities and, shall I say, frailties.

When the representatives of machine companies come to you, and I would suggest that you contact more than one manufacturer for any definite type of machine, tell them your whole story. Show them what you want to accomplish and receive their suggestions with an open mind, always being conscious of the fact that they are trying to help you. That suggestions which they may make regarding the quality of the materials or the design or the packages which you are using are based on long experience and intimate association with the packaging industry. That they wish the equipment which goes into your plant to be so productive that as you grow you will return to them for more equipment and that with this equipment you can offer your customer a package of which you can be justly proud, meet your competition and do this all profitably.

Supreme Court Rules for Bunte in "Break-Take"

By a three-to-five decision on February 17, the United States Supreme Court affirmed the decision of the United States Circuit Court of Appeals for the Seventh District setting aside a Federal Trade Commission order against Bunte Brothers of Chicago, to cease and desist shipping and selling candy for sale in Illinois alone in such a manner that the amount received was dependent upon chance, commonly known as "break and take." The Supreme Court thus overruled the F.T.C.'s contention that Section 5 of the trade commission act should be applied to activities entirely within one state if they affect interstate commerce.

The original F.T.C. order was entered against the Bunte Company several years ago and progress of the litigation has been observed with considerable interest by the entire Confectionery Industry.. The company's method of selling under the "break and take" system proved popular with children. If the purchaser paid 5c for a candy bar and then found the center of the bar to be of a certain color, he was entitled to another bar, free. The Federal Trade Commission eliminated these "break and take" packages from interstate commerce as an unfair trade practice, and sought to extend its jurisdiction also to the "break and take" trade which Bunte confined strictly to the state of Illinois since 1936. The Circuit Court of Appeals in the Seventh District held that "break and take" sales cannot be prohibited by the F.T.C. when the manufacturer is an Illinois corporation and manufactures and sells this candy in this manner in Illinois only, since the F.T.C. Act prohibits only unfair trade practices as are in interstate commerce and does not extend to unfair practices which affect intrastate commerce.

In the Supreme Court's decision rendered by Justice Felix Frankfurter and concurred in by Justices Murphy, Hughes, Stone and Roberts, it is stated that the interpretation of the law by the commission would give "a federal agency pervasive control over myriads of local businesses in matters heretofore traditionally left to local custom or local law." Dissenting from the decision were Justices Douglas, Reed and Black.

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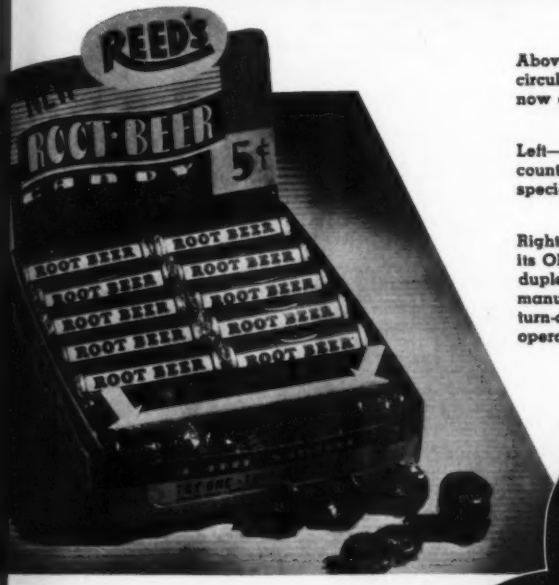
Candy Packaging



Above, Left—Three new rigid transparent circular packages for candy assortments now available for Easter and Mother's Day gift packaging.

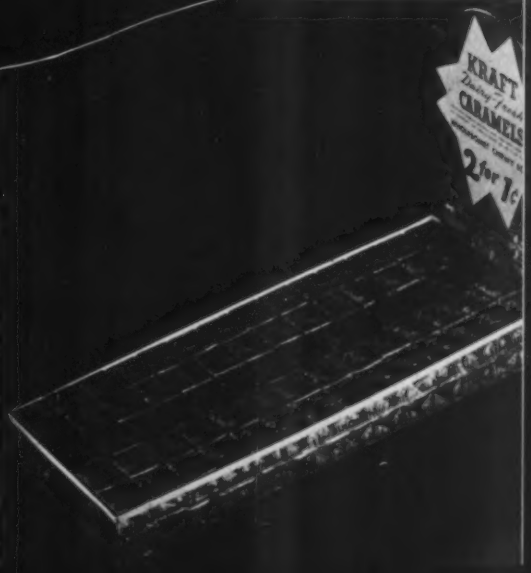
Left—Reed Candy Company features this counter display carton which includes a special compartment for holding sample pieces of root beer discs.

Right—Daggett Chocolate Company packs its Old Homestead chocolates in a patented duplex shipping display, designed and manufactured by Hinde & Dauch, to speed turn-over by gaining retailer display co-operation and stimulating consumer sales.

Below—Klotz Confection Company is using this Gair-created display carton for its Nutty Brittle. The individual packages are transparent-wrapped. Die-cut folding set-up carton was manufactured by Cleveland Carton Division.

Below—Acetate s forms the sides of display tray for c mels by Kraft Ch Company's Confec Division. Top edg metal-reinforced

Above — Speed — from shipping carton to counter to customer — is important in seasonal goods. L. Baker's Chocolates, Inc., Cleveland, used this Hinde and Dauch carton with great success during the Valentine's Day selling period.



Program for Eleventh Packaging Conference

A program devoted to discussion of currently important problems in the fields of packaging, packing and shipping has been announced by the American Management Association for the conference that it will sponsor in connection with the Eleventh Annual Packaging Exposition to be held at the Hotel Stevens, in Chicago, April 1-4.

The Association, which sponsors both the Conference and Exposition, has been advised in the construction of the program by committees of executivese representing nearly every important industry in the United States. The conference, which each year attracts hundreds of executives, is this year expected to have more than usual interest, because of packaging problems created by the defense program.

The program as so far arranged is as follows:

Tuesday Morning, April 1

Chairman: Ray Schaeffer, Vice President, Marshall Field & Company, Chicago, Ill.

9:30—A CASE HISTORY OF INFORMATIVE LABELING
Fred C. Hecht, Manager, Packaging Division, Sears, Roebuck & Company, Chicago, Illinois

10:30—THE ECONOMY OF PACKAGING
E. A. Throckmorton, General Manager, Sales Promotion, Container Corporation of America, Chicago, Illinois
Consumer—Mrs. W. E. Fribley, President, Chicago Housewives' League, Chicago, Illinois
Manufacturer and Dealer—Speakers to be announced

Tuesday Afternoon, April 1

Moderator: Ben Nash, President, Ben Nash, Inc., New York, N. Y.

2:00—HOW DOES THE DEFENSE PROGRAM AFFECT PACKAGING?
Defense Council—D. C. Everest, President, Marathan Paper Mills Company, Rothschild, Wis.; Special consultant to Industrial Materials Division, the Advisory Commission to the Council of National Defense, Washington, D. C.
Production Management—Dean E. Rueckert, Packaging Engineer, Swift & Company, Chicago, Ill.
Glass—Speaker to be announced
Metal—Dr. R. W. Pilcher, Research Department, American Can Company, Maywood, Ill.
Plastics—B. F. Conner, Plastics Division, Colt's Patent Fire Arms Manufacturing Company, Hartford, Ct.
Transparent Sheeting—P. M. Gilfillan, Vice President, Shellmar Products Company, Mt. Vernon, Ohio
Machinery—H. H. Leonard, President, Consolidated Packaging Machinery Corporation, Buffalo, N. Y.
Shipping Containers—G. T. Henderson, Director, Package Laboratory, The Hinde & Dauch Paper Company, Sandusky, Ohio

Wednesday Morning, April 2

Chairman: Frederick C. Heinz, H. J. Heiz Company, Pittsburgh, Penn.

9:30—THE PERMEABILITY OF FIBER CONTAINERS TO WATER VAPOR
Warren Emley, National Bureau of Standards, U. S. Department of Commerce, Washington, D. C.

10:30—DISPLAY VALUE IN PACKAGE MERCHANDISING
W. L. Stensgaard, W. L. Stensgaard & Associates, Inc., Chicago, Ill.

11:30—THE NECESSITY FOR A PACKAGE TESTING PROGRAM
Speaker to be announced.

Luncheon

1:00—HOW THE WARRING NATIONS MET THEIR PACKAGING PROBLEMS
I. M. Sieff, Vice Chairman, Marks & Spencer, Ltd., London, England

Wednesday Afternoon, April 2

Chairman: George R. Webber, Manager, Package Development Bureau, Standard Brands, Inc., Hoboken, N. J.

2:15—THE STANDARDIZATION OF CONTAINER CAPACITIES
Alex Pisciotta, Chairman, Committee on Standardization of Packaged Goods, National Weights and Measures Conference, New York, N. Y.

3:00—VERSATILITY IN GLUING MECHANISMS
Dr. F. C. Campins, National Starch Products, Inc., New York, N. Y.

3:45—MANUAL VS. MACHINE OPERATIONS AS COST FACTORS
E. A. McElwain, Gas Mask Plant No. 2, Johnson & Johnson, Chicago, Ill.

Thursday Morning, April 3

Chairman: Douglas Kirk, The Quaker Oats Company, Chicago, Illinois

9:30—TRENDS IN THE USE OF FOREST PRODUCTS FOR SHIPPING CONTAINERS
Ralph W. Marquis, Division of Forest Economics, U. S. Forest Service, Washington, D. C.

10:30—PACKING AND SHIPPING SPECIFICATIONS ON ARMY AND NAVY SHIPMENTS
A. W. Luhrs, President, Container Testing Laboratories, New York, N. Y.

11:30—CORRUGATED BOARD AND ITS COMPONENT PARTS AS ENGINEERING MATERIALS
T. A. Carlson, Forest Products Laboratory, U. S. Department of Agriculture, Madison, Wis.

Thursday Afternoon, April 3

Chairman: R. F. Weber, International Harvester Company, Chicago, Illinois

2:00—SHIPPING CONTAINER CLINIC
At this session 14 companies in as many industries will submit their shipping containers to the group attending the clinic.

"Cellophane" Ruled Generic Term

U. S. District Court Judge Robert N. Pollard has denied the claim of the DuPont Company to the exclusive use of the word "cellophane" to describe its transparent cellulose film, it was reported from Richmond, Va., February 17. The DuPont company sought to enjoin the Sylvania Industrial Corporation from use of the term for a cellulose material it manufactures at Fredericksburg, Va. Judge Pollard held in effect that "cellophane is a generic term and that no other word or combination of words could adequately describe the product.

Of interest to packaging and merchandising executives in confectionery plants is the 1941 Packaging Catalog which has just been issued by the Breskin Publishing Co., New York. Containing 586 pages, this reference book is the most complete text on Packaging, Packaging Practice, Legal Aspects of Packaging, and sources of supply for every conceivable type of Packaging Material and Equipment. Handsomely bound, it combines excellence of organization with completeness of information to make one of the most practical directories available to the packaging executive and purchasing agent.

Shipments of the Package Machinery Company, Springfield, N. J., in 1941 were the largest in its history, while new business is coming in at a "satisfactory" rate, Roger L. Putnam, president, reported recently. Directors of the company declared the regular quarterly dividend of 50c a share, payable March 1.

SALESMEN'S SLANTS

C. RAY FRANKLIN, Broadcasting from Liberty

Hello, folks. Back again with you this month and some more gossip from the Middle West. Everything is going along as well as can be expected from a territory that has up to date been more or less neglected with the latest war program, altho there are several projects going on now that will react toward business in this section a little later. We have had, I feel sure, more than normal moisture this winter and the ground is in fine shape for spring planting, and if we go along on a normal basis from now on we should have fine crops this coming season. Which, after all, is the major source of income throughout this territory.

The Peanut Products Company, Des Moines, Iowa, roasters, salters and butter makers of Peanut Products, have recently opened a new plant in Omaha, Nebraska, which will enable them to better serve their customers on these products of which they are famed thruout this territory.

Mat Gordon of Gordon's Wholesale, Des Moines, says men no longer hide behind womens skirts. Neither do women. Not bad, Mat, but how do you know?

Moe Venger, of M. Venger & Sons, Omaha, attended an auction a few days ago where antiques were being sold. He claims the following took place, so I guess it did. "What am I offered for this beautiful bust of Milton?" "That ain't Milton. That's Shakespeare." "Well, folks, the joke's on me. That shows what I know about the Bible.

Gene Green, of the Commercial Candy Co., Ottawa, Kansas, is not an old man, let it be known; but he heard of some pills that would restore youth. He bought a box, but instead of taking one each day, he swallowed the whole box full one night before going to bed. The next morning his wife had great difficulty in waking him. At last he rolled over and rubbed his eyes, "All right, all right," he grumbled, "I'll get up, but I won't go to school,"

Geo. Stevens, of the E. G. Stevens Tobacco Company, Wichita, Kansas, is back again on the territory after a short illness, a touch (which he said was a slap) of the flu. Geo. is again knocking them cold.

I saw the following a few days ago and believe you will enjoy it as much as I did.

"Hats off!
Along the street there comes
A blare of bugles, a ruffle of drums,
A flash of color beneath the sky.
Hats off!
The flag is passing by!"

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PATENTS

The following memorandum relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trade-marks were recently published by the U. S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

2,214,217

Marshmallow Cutter

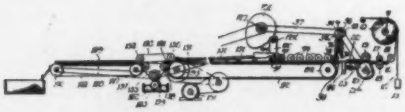
John H. Adams, Seattle, Wash. Application September 21, 1939, Serial No. 295,982 6 Claims. (Cl. 107—47)

1. In a marshmallow cutter, the combination with a receptacle having a pair of crossed-wires adjacent one of its open ends, of a reciprocal plunger and co-acting centering means on the receptacle and plunger, and said plunger having a tapered head and cruciform slots therein for co-action with the crossed cutting-wires.

2,218,525

METHOD OF AND APPARATUS FOR MANUFACTURING CONFECTION HOLDERS

Sol Decker, Chicago, Ill., assignor to Setter Bros. Inc., Cattaraugus, N. Y., a corporation. Application March 13, 1935, Serial No. 10,809. Renewed June 21, 1939. 21 claims. (Cl. 93—1)

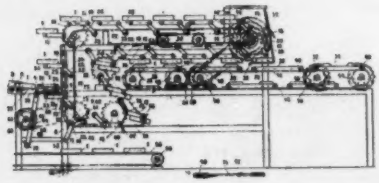


1. The method of preparing supporting or impaling members for confections and the like from paper or similar material comprising relatively tightly rolling a sheet of the material to form a plurality of convolutions and to produce a substantially solid body, bonding said material by an adhesive substance or the like to prevent unrolling, and then subjecting the resulting roll to pressure to produce a relatively flat supporting member.

2,222,745

APPARATUS FOR EMPTYING CHOCOLATE MOLDS OR THE LIKE

Max Heidelmeyer, Niedersedlitz, Germany. Application August 1, 1939, Serial No. 287,834. In Germany August 5, 1938. 3 Claims. (Cl. 214—1.1)



1. Apparatus for emptying chocolate molds or the like coming from a cooling apparatus including an endless conveyor, said conveyor presenting a receiving station for the molds, a turning station for reversing the molds, magnet bodies mounted to pivot on said conveyor for seizing molds fed from the cooling apparatus to the receiving station, extensions secured to said magnet bodies, guide means disposed adjacent the flights of said endless conveyor for co-operation with said guide means so controlling the magnet bodies that the molds gripped thereby are fed in the horizontal position to the turning station and after being inverted to empty the molds are again held in the horizontal position and stripping means for stripping the molds when emptied from the magnet bodies.

TRADE MARKS

VITA-HI. Ser. No. 425,627. Charles A Raymond, doing business as Raymond Products Co., Marion, Ohio. For confection made from processed soy beans and a confection made from vegetables, flour, cereal, and other ingredients.

BUY YOUR CANDY BY THE YARD. Ser. No. 426,783. Price Candy Co., Kansas City, Mo. For candy.

MILKIE'S. Ser. No. 434,886. Schutter Candy Co., Chicago, Ill. For Candy.

CREMO. Ser. No. 435,021. Sarah Lakoff, doing business as The Cremo Mfg., Co., Philadelphia, Pa. For marshmallow topping.

TWIN SIXES. Ser. No. 436,958. The Borden Company, New York, N. Y. For caramel candy.

POPPA LIK. Ser. No. 437,132. D. Goldenberg, Inc., Philadelphia, Pa. For candy.

APERION TAIGLACH HONEY BALLS, Ser. No. 432,233. Aperion Products Co., Boston, Mass. For confection in the form of balls of dough boiled in honey.

TRIX. Ser. No. 437,617. Dietz Gum Co., Chicago, Ill., doing business as Dietz Gum Co., Chicago. For chewing gum.

NABOB. Ser. No. 436,770. Kelly, Douglas & Co., Ltd., Vancouver, B. C., Canada. For tea, coffee, food flavoring extracts, spices, and baking powder, chocolate, candy, corn starch, salad dressing, canned vegetables, canned fish, canned fruits, vinegar, macaroni, assorted dinner nuts, olives, soup, honey, molasses, mustard, table syrup, jams, fruit preserves and jellies, cheese, butter, and sugar.

CELLU. Ser. No. 437,553. Chicago Dietetics Supply House, Inc., Chicago. For gum drops, lollypops, candy bars, chewing gum, etc.

DuPont Opens Iowa Cellophane Plant

The first cellophane cellulose film made in the Midwest rolled from the DuPont Company's new plant at Clinton, Iowa, on March 3. Some 200 employees went to work on that date. An additional 300 are expected to be employed and trained in their new jobs before the end of August. First shipments and most of the following production will be used by food companies, including candy factories, in the Middle West. This is the fourth cellophane plant built in America by DuPont since introduction of the cellulose film from France in 1924. Only cellophane will be made in the Clinton plant.

Average Family Spends $1,236 in Retail Stores

Expenditures in retail stores aggregated $42,023,818,000 in 1939, an average of $1,236 for each of the 34,000,000 stores in the United States, according to the summary of retail trade recently released by the Bureau of Census. Average family expenditures in retail stores in 1939, were as follows: Food stores, $310; Department and general stores, $176; apparel and shoe stores, $96; Furniture, household and radio, $51; Automobile dealers, $166; Filling stations, $83; Eating and drinking places, $104; Lumber, building materials and hardware, $80; Drug stores; $46; Miscellaneous, $124.

Bassons, manufacturers of dummy display products, Maspeth, L. I., New York, have acquired the patents and name Ad Art Craft from the courts in the case of the failure of the Ad Art Craft Corporation, and also acquired certain patents, machinery and moulds of the former Dummy Window Display Products, Inc., and are now the only company manufacturing artificial candy plaques under their U. S. patents.

Copies of a new display guide are being offered free of charge to anyone writing Sherman Paper Products Corp., Newton Upper Falls, Mass. The guide contains over 60 new ideas for display use in windows, interiors, and exhibits, adaptable to a great range of needs. Presented, too, are many new display materials now available to merchandising managers and store operators.

M. A. Park, Marvellum Company, has been elected president of the Paper Makers Advertising Association, succeeding Floyd Triggs, Riegel Paper Corporation. Mr. Triggs is now the treasurer of the association.